

3L threat to dismiss 18,500 unless strike is called off

sterday threatened 18,500 with dismissal unless they work by next Wednesday. Sir Michael Edwardes, chair- man of the company, said the company, into direct tion with the powerful Transport and General Workers' Union, which he accused of taking BL Cars "to the very brink and beyond" without regard for thousands of jobs. There were no safe places in the group, he said.

'Some plants might not reopen'

days before all car production is halted, putting more than 50,000 out of work. BL is in no shape to stand such heavy losses. Last month Sir Michael revealed that only emergency cutbacks in production necessitating thousands of layoffs had averted a serious cash crisis. It is undoubtedly "the make or break" nature of the situation facing the company which has encouraged him to make such a potentially dangerous move. As one of his senior colleagues said: "He had no alternative. He could not stand by and see the company bleed to death, with its factories shut, no cars reaching the dealers and the work of two and a half years thrown down the drain. He had to make some move, no matter how desperate, to try to avert that."

Sir Michael has wasted little time in taking up the transport union's gauntlet. He returned from his visit to South Africa only two days ago. The "work or be sacked" threat was contained in a letter which appeared on notice boards at all 36 car plants. It appeared under the signature of Mr Ray Horrocks, managing director of BL Cars but clearly carried the full authority of the chairman and the seven-man BL main board, which met at Longbridge yesterday for its monthly meeting. The statement said "strikes by some employees are threatening to stop all production in BL Cars. Many thousands of hourly paid employees who wish to continue working normally have already been laid off because of the actions of less than 20 per cent of BL Cars employees. We cannot allow the jobs of those of you who are willing to work to be put at risk by those who are on strike and you should know how serious the situation is. We are in no shape to recover intact from this or any other strike. At the very best it means that some plants may never reopen. Even those who appear to be secure may have to be reviewed. There are no safe places in the group."

This latter warning is directed at transport union members producing vehicles against long order books their jobs were not in danger. The statement continued: "This fact has been recognized by a number of unions who are supporting the company by urging their members to work normally. In contrast the TGMU in particular seems prepared to take BL Cars to the very brink and beyond without regard to the frightening effect this will have on many thousands of jobs. "Those employees on strike threaten the jobs of everyone employed in BL Cars. We therefore have to say that unless those hourly paid employees on strike return to work by Wednesday, April 23 their employment will be regarded as terminated. "This would mean they will not get back pay or bonuses and will not qualify for termination or redundancy payments of any kind. "The average earnings index rose by just over 21 per cent in February, but the increase on the same month a year ago fell from 20.1 per cent in January to 18.6 per cent. "This drop was just a statistic, however. It was caused by unusually high pay packets in February 1979 and low pay figures this year because of the steel strike. "Taken together, these probably represent the index by about 11 per cent, so the true rate of increase is just over 20 per cent. "February was the fifth month in a row when the underlying rate of increase in earnings was below 10 per cent. "Pay is now going up faster than at any time since January 1976, when the figures still reflected the enormous pay rises of early 1975. "Sir Geoffrey Howe, QC, Chancellor of the Exchequer, gave a warning yesterday that excessive pay settlements would lead to higher unemployment and delay the slowdown in inflation. "He said that a "permanent change in attitudes is urgently needed" if inflation is to be brought down. In a speech to the Conservative Women's



The Prince of Wales meeting Mr Robert Mugabe on his arrival in Zimbabwe. Behind are Lord Soames, the Governor, and the new Cabinet.

A united army is priority for Zimbabwe

From Our Own Correspondent
Salisbury, April 16

Mr Robert Mugabe, Zimbabwe's Prime Minister-designate, said today that the amalgamation of the Rhodesian security forces with the Zanu and Zippa guerrilla armies would be one of the Government's main priorities.

He said that unless the forces were unified, there was always a danger of conflict between them. Asked how quickly he intended to introduce policy changes, Mr Mugabe said: "Results will be seen in the next few months." However, he gave the impression that he would continue to move with the same degree of caution and moderation which he has shown since winning the election.

Other priorities he listed were the resettlement of refugees who had been displaced by the war and the rehabilitation of the country's education and health services.

The arrival of the Prince of Wales

in Salisbury today set the stage for the final transfer of power in Rhodesia. The Prince will represent the Queen at tomorrow's midnight independence ceremony when he will formally hand over the reins of power to Mr Mugabe. The Prince, wearing a white naval officer's uniform and the blue sash of the Order of the Garter, arrived at 11.30 am in an RAF VC10. Groups of soldiers waved Union Jacks and cheered as he stepped off the aircraft. The Prince was greeted by Lord Soames, the Governor, the Rev Canaan Banana, the President-elect, and Mr Mugabe.

Wage settlements are running at more than 20% and still rising

By David Blake
Economics Editor

Wages are rising at an under-lying rate of more than 20 per cent a year and the pace is still accelerating, according to Government officials at the Department of Employment. The rate of increase in the money supply is also rising, and the Government's money supply targets, which have been set at 14 per cent for the year, are being exceeded.

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Painting sold to US museum for £1.7m

By Geraldine Norman
Sale Room Correspondent

A painting of "The Resurrection" by the fifteenth-century Flemish artist Dieric Bouts was sold for £1.7m at Sotheby's yesterday, the second highest price ever paid for a work of art at auction. It is exceeded only by the £2.3m paid for Velasquez's portrait of "Juan de Pareja" at Christie's in 1970.

The painting was bought by the Norton Simon Museum, of Pasadena, California, with the London National Gallery as the under-bidder. Had the National Gallery been successful, the painting would have been the most expensive it had bought, the trustees having decided to commit more than half the gallery's annual purchase grant to the picture.

Mr Michael Levey, the director, said: "It was our Waterloo, and we lost. We were rather hopeful. It was a near-run thing."

The special interest of the National Gallery stems from its already owning a painting by the same hand, probably from the same altarpiece. Both paintings are oddities in that they have been painted in tempera on finely woven fabric, rather than oil on panel which was conventional at the time. The National Gallery "Entombment" is the same size as the "Resurrection"; there is also a "Crucifixion" in the Brussels Museum, twice the size of the others. It is suggested that the "Crucifixion"

case of venture mous

Nicholson-Lord

of death by mis- returned by the at Whiston, Mersey- se at the inquest ily, aged 53, the m Burton, Liver- d in police custody

brought in its rdict after a retri- ly three hours. It fr Kelly died of a brought on by ic intoxication and r being arrested by

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it was criticized by the James Kelly mitted, who said continue to press inquiry and would ung a civil suit four police officers the arrest.

ry proceedings in- officers are still equest. Jones, chairman Merseyside branch of deration, welcomed and said he believed were now cleared, he issues had been ed at the inquest, an has been lifted officers", he added. e Carman, QC, for Federation and the al officers, told the they would like to thy condolences to unity. He added: "I like to express the e that any public totally allayed have had a thorough g inquiry."

eth Oxford, Chief f Merseyside, was near the verdict, but later declined to

ew Rankin, QC, for 1, said that the is of the examina- ally remaining ety about the case, ce confidence in the 'judicial process of

'Make or break' for UK missile project

By Peter Hennessy

The Soviet Union is about to dismantle half of its anti-ballistic-missile system around Moscow just as a £1,000m Ministry of Defence project, code-named "Chevaline", designed to enable British Polaris missiles to penetrate it, is nearing completion.

Western military intelligence analysts are convinced, however, that the Soviet Union is likely to replace all 64 of its anti-ballistic-missile launchers with something equally effective if not better.

The Ministry of Defence in London will not confirm or deny that the Soviet missiles are being dismantled, as the British Government is not a member of the Standing Consultative Commission, the Soviet-American group established to monitor the Anti-Ballistic-Missile Treaty of 1972. It was to the commission that the Russian delegation announced its intention of taking down 32 missile sites last month.

A ministry official said yesterday: "We were that the Soviet Union is continuing with substantial research and development on anti-ballistic missiles, but we cannot give details or make public predictions. The statement in the "Chevaline" being designed to respond to Soviet anti-ballistic-missile capabilities, which we know are being improved," remains the position.

Dr Lawrence Friedman, head of policy studies at the Royal

Institute of International Affairs in London and the author of a book on the British Polaris submarine squadron and its likely successor, to be published this autumn, confirmed yesterday that he knew from his sources that reports of the Soviet Union informing the United States of the dismantling of 32 of its 64 anti-ballistic-missile launchers were true.

He suggested that defence analysts in Washington and London were still uncertain about the exact meaning of the development. "It is make or break for 'Chevaline'. Either it is a rather crude farce, in that as soon as this expensive programme comes into service the Russians remove its raison d'être. Or, on the other hand, if this development means the construction of a new and improved Soviet anti-ballistic-missile system, then the expenditure on 'Chevaline' is even more justified, provided one believes it is necessary for the British force to attack Moscow," he said.

Details of "Chevaline" were given by Mr Francis Pym, Secretary of State for Defence, in a Commons debate on nuclear weapons on January 24. He described it as a very major and complex development of the missile front end, involving also changes to the fire-control system. It includes advanced penetration and the ability to manoeuvre the payload in space.

Moscow denies military threat to Iran

Providence hastened to deny the American claim that Soviet military forces were being built up along the frontier with Iran. Major-General Shadmehr, the Iranian joint chief of staff, confirmed that there had been a concentration of Russian troops in the area but he thought there was no danger of an invasion. Iran's leaders are considering postponing the parliamentary elections.

Six big Indian banks are nationalized

Mrs Gandhi, before leaving for Zimbabwe, surprised India's financial community by a decision to nationalize six large Indian banks. This brings the number of large banks in the public sector to 20, representing 90 per cent of the country's banking. Mr Mukherji, the Minister of Commerce, has given an assurance that there is no plan to nationalize the 12 foreign-owned banks operating in India.

Press dispute may spread, union says

Industrial action in the increasingly bitter pay dispute affecting provincial newspapers and the general printing industry could spread to national newspapers, the National Graphical Association, the union at the centre of the dispute, said. It forecast tougher action by the employers.

Teachers sceptical

The two largest teachers' unions reacted with scepticism to local authority claims that they cannot afford to meet both the recommended Clegg award and the April 1980 pay demand. The councils have said they will resist paying anything like 20 per cent for the teachers' annual pay settlement.

Japan's 6-hour strike

Japan's railways and buses are functioning normally again after trade union leaders and transport managers reached agreement and averted a three-day strike. There was a six-hour stoppage affecting the morning rush hour, but most people were prepared for disruption and everything was back to normal by lunchtime.

Palestine talks given new urgency

From David Cross
Washington, April 16

After two days of talks with Mr Menachem Begin, the Israeli Prime Minister, President Carter announced today that Israel and Egypt had agreed to immediate intensive high-level negotiations to try to resolve by the end of the month the delicate question of Palestinian autonomy in the occupied territories.

Speaking at a farewell ceremony for Mr Begin, Mr Carter said that the President and Egyptian President Sadat would now make a "very concerted effort" to reach agreement on the question of self-rule for the West Bank and the Gaza Strip by the original target date of May 26. The President described his six hours of talks with Mr Begin

Defects in law shown by trial

A report by the Runnymede Trust on the trials of the 342 people charged after the demonstration against the National Front in Southall last year strongly criticizes the law on public order and police procedures as being deficient. It alleges "arbitrariness" in the selection of charges and of dropping charges during hearings to stop cases being tried by juries.

Steel dispute: Threat of private sector strike is deferred when union leaders agree to further talks with employers

Glasgow Underground: Bright orange trains of city's transformed Tube system go into service.

Paris: Lord Kagan says he is victim of political revenge after further remand

Philadelphia: Senator Kennedy faces crucial battle for black vote.

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rates among those before nine different varied from 23 to One magistrate who imposed seven fines, while four heard 99 cases before imposing none. It is written by Mr. S., a solicitor who once lawyer for 58 people accused.

In the report Mr Lewis says, that the three common-law charges, brought, assaulting or obstructing the police, behaviour likely to cause a breach of the peace, and obstructing the highway, are all ill defined and "extremely vague". There is no clear definition in law of

"As the trial progressed, the prosecution adopted a policy of dropping almost all charges which carried the right to elect jury trial, replacing them by charges triable summarily only."

The Scottish Arts Council is delighted by the Lyceum's new success. Mr Anthony Wright, the council's drama director, said Mr Lawton's achievement in turning round the company was "a tour de force".

A team of detectives drawn from Scotland Yard's central robbery squad is working on the theft, which took place in the offices of Gemco Diamonds as the eight members of staff arrived for work.

The executive accepted a report of the priorities committee defining the functions of the congress as primarily political, and apportioned its budget of some \$3m essentially to political activity.

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resurrection of Christ", the fifteenth-century painting by Dieric Bouts, sold for £1.700.000 at Sotheby's yesterday.

Blackwork orange' goes into orbit

vegian recalled how
rts of the coach had
move, and not always
me direction. "Side

The Glasgow underground system is thought to be the

taking a courtesy trip on the eve of the official start. The Japanese lined the platform, and St Enoch admiring a smart new tunnel, from which nothing appeared.

Mr Philip Klutznick, president of the congress, has been on leave of absence from that office since his appointment as United States Secretary of Commerce by President Carter last year. Now almost 73 years old, Mr Klutznick, who attended the London meeting, is unlikely to return to the active presidency, and Mr Bronfman's appointment heralds his succession to the leadership of the most important organization of world Jewry.

the congress (who was also in London) often incurred the anger of Israeli governments for his independent views.

Mr Bronfman has taken up an even more forceful position. Last month he wrote in the congress's publication, *News and*

is that was responsible for the death of nine old people in an Edinburgh hospital. The variation or mutant influenza B, doctors confirmed. It is also believed that the influenza virus was causing the death of a young couple in Kingsgate House, Aberdeen, was caused by the virus.

Dr Collie, professor of virology at Edinburgh University, said yesterday that he believed the virus was spreading in the general community, but not affecting most people severely. Older people were more susceptible, he said.

He attributed the outbreaks to a "unfortunate combination of the dice" by which the virus was spread.

HOME NEWS

Cut staffs to avoid new rate increases, minister tells councils

By Christopher Warman
Local Government
Correspondent

Mr Michael Heseltine, Secretary of State for the Environment, yesterday argued that a tighter recruitment policy by local authorities would enable them to avoid further rate increases or staff redundancies.

In an interview on the BBC radio programme, *Today*, Mr Heseltine rejected the warning delivered by Sir Geoffrey Taylor, chairman of the Association of Metropolitan Authorities, that supplementary rate demands and large-scale reduction in jobs might be necessary because local authorities were running out of money.

Mr Heseltine said: "They could do what central government has been doing, that is, to exercise a very tight control on the number of people each authority recruits."

He had asked local authorities to do that, but there had not been anything like a sufficient response. The number of people employed by local councils was running at an almost record level. "I do not believe that there is no room for economy," he said.

Manpower figures published last month showed that at December, 1979, local government in England and Wales employed 1,724,768 full-time and 836,536 part-time workers, an overall reduction since December, 1978, of 0.3 per cent.

Mr Heseltine has consistently

urged local authorities to make savings by cutting recruitment. He believes that if local government fill three out of every four vacancies, the necessary savings can be made.

At Tuesday's meeting of the consultative council on local government finance, Mr Heseltine emphasized to local leaders what he had said when announcing the rate support grant last November. He had included a realistic amount to cover the cost of comparability payments to teachers and other staff, and concluded: "There will be no more cash."

He said then: "If the figures look like being exceeded, the additional costs will have to be found by the ratepayers or by a lower level of services, or a lower level of people employed in local government."

It was made clear on Tuesday that the situation remained the same.

After the meeting Sir Geoffrey said local government was facing an "extremely serious financial crisis".

The Association of Metropolitan Authorities stated yesterday that ratepayers in some areas could face further rate rises in the autumn, while local services, already severely reduced in line with government policy, might be reduced even more.

The 13 per cent allowed by the Government in the rate support grant to cover inflation was nowhere near enough, a spokesman said.

Olympics without US 'second-rate affair'

By Hugh Neve
Parliamentary Correspondent
Westminster

British athletes choosing to take part in the Olympic Games in Moscow would find that they were competing in a twofold event against second-rate competition, Mr Douglas Hurd, Minister of State at the Foreign and Commonwealth Office, told the Commons yesterday.

That position was becoming increasingly clear as the tide of boycott began to flow strongly in many sports, Mr Hurd told MPs. About thirty governments were still not right for them to join the Moscow games (Our Bonn Correspondent writes).

The Government would decide on a formal recommendation to the National Olympic Committee on Wednesday, and then it would be up to them to act on it, he said.

At a reception for two West German winter Olympics team members and members of the National Olympic Committee, the Chancellor explained that the Government had put the onus for German participation on the Soviet Union to create the right conditions by withdrawing its troops from Afghanistan.

"Today I have to state, to my deepest regret, that those conditions have still not been created," he said. He asked potential members of the West German teams to consider solidarity with American sportsmen.

Herr Willy Daume, president of the Olympic committee, said the Government's recommendation would weigh heavily when the issue was debated on May 15.

Between 60 and 100 leading West German sportsmen are expected to take part in a demonstration against an Olympic boycott in Dortmund next Monday. Public opinion, according to a recent poll, is 87 per cent in favour of a boycott.



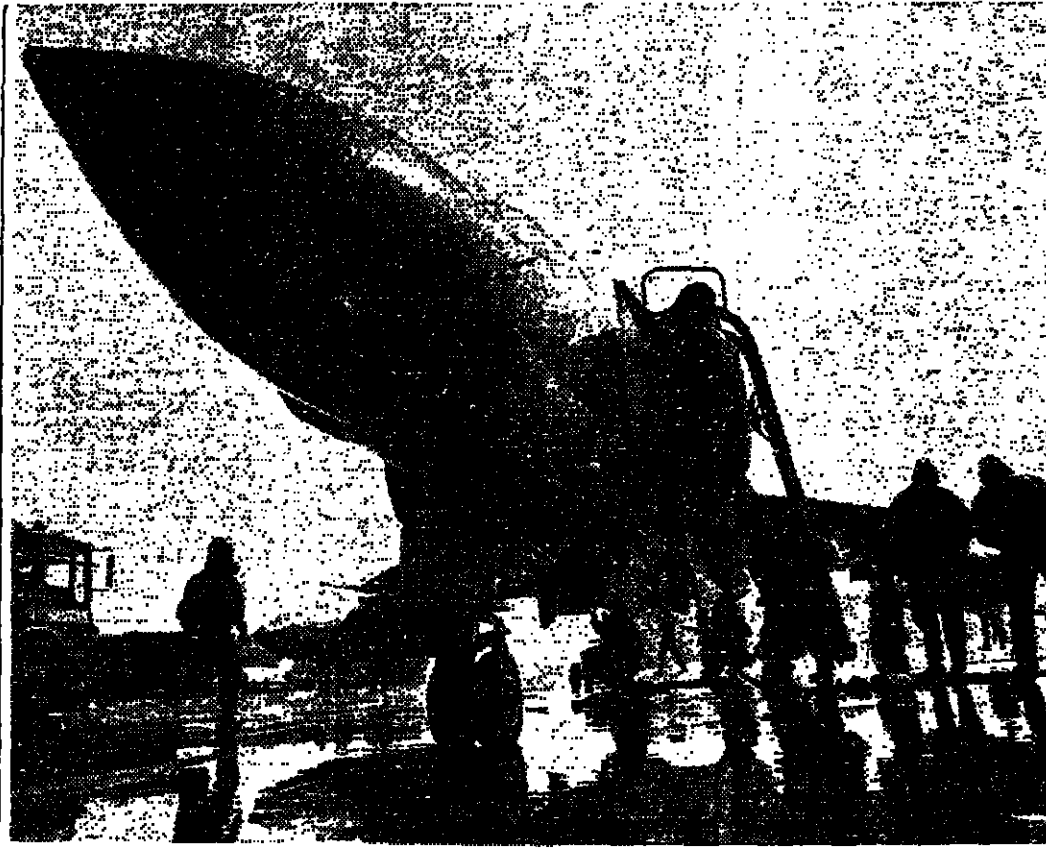
Growing up in a changing world

Today's teenagers are taller, healthier and better housed. But increased prosperity has not necessarily brought about greater family harmony or happiness for young people. Many adolescents experience the stress of broken homes, racial discrimination, personal crises.

How can we help teenagers in distress? In the first of four articles, Professor Michael Rutter, author of *Fifteen Thousand Hours*, discusses the role of the school and therapeutic intervention and suggests that we need to experiment with new ways of helping which don't focus on the individual.

Also this week: Margaret and Arthur Wynn on the untold damage done by lead; Milton Keynes—the windy city; John Berger on Monet; Plus our social science brief for schools and colleges—on the Third World.

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A Phantom jet being rearmed at RAF Wattisham, Suffolk, yesterday in the Nato defence exercise code-named Elder Forest.

Snags for Navy over submarines

By Henry Stanhope
Defence Correspondent

A decision to build four or five submarines to carry the next generation of Britain's strategic deterrent could create difficulties for the Royal Navy's shipbuilding programme.

Ministry of Defence representatives giving evidence to the House of Commons Select Committee on Defence yesterday said that only Vickers' shipyard at Barrow-in-Furness, Cumbria, was equipped to build nuclear-powered submarines.

A programme costing many millions of pounds could be introduced to reactivate a second shipyard with the necessary plant and skilled workforce. Cammell Laird would be an obvious candidate because the yard was used in the 1960s to build two of the present Polaris submarines as well as two nuclear-powered hunter-killer boats.

But the need to build new

ballistic missile submarines would cause some delay to the Navy's long-term programme for hunter-killer boats, whatever happened.

Mr M. C. Power, Assistant Under-Secretary (naval staff), told MPs that the difficulty was not so acute in building a successor to the smaller Oberon class of conventionally powered boats.

The first of the 2,400-ton class, designed to replace the Oberon submarines, would probably be built at Vickers, starting in about two years. But Cammell Laird and Scott Lithgow should be able to construct some of the other nine submarines in the class.

Mr Power admitted that the design was a compromise between a 2,000 to 2,200-ton submarine, which the Royal Navy had preferred, and a larger boat, which the Ministry of Defence sales organization would have preferred as an

attraction for overseas customers.

The Ministry officials said there had been a big increase in the cost of the lightweight torpedo, which would be ready in 1982-83, from £82m in 1969 to £194m today (at 1969 prices). The programme was five years behind schedule.

No foreign orders had been received, but there was hope of obtaining some, particularly in view of Nato interest.

At a public session which was devoted to defence procurement, the MPs were told that a decision on whether to order a new tank for the British Army, the Challenger, was not expected until the late summer or the autumn.

The MPs were told later that the naval balance was still weighted in Nato's favour, despite the continuing build-up of the Soviet fleet. The Warsaw Pact had 3,260 vessels and Nato 11,300 vessels.

Screes fall 'danger' to Wast Water

From Our Correspondent
Workington

The stability of the famous Wastdale Screes if British Nuclear Fuels are allowed to abstract more water from Wast Water has been questioned at the two lakes inquiry, at Whitehorn now in its twelfth week.

The screes are a steep slope of loose rock which rises almost sheer for 1,200 ft from the edge of England's deepest lake.

The question of their stability was raised by Mr Ian Bonner, of the Nature Conservancy Council. Although he did not name them, he said that council geologists said it was extremely difficult to assess the impact, but they thought a rise in the lake level of up to a metre could affect stability by removing debris, leading to increased slope angles.

Mr Lionel Read, QC, for BNF, told the inquiry that the Geological Society of London had lodged a holding objection against the proposals so that they could consider the possible effect on the screes. But that objection had been withdrawn, a clear indication, Mr Read said, that they were happy about the stability of the slope.

BNF are seeking more water to supply their expanding nuclear plant at Windscale, in west Cumbria.

'Captain Catastrophe' gets an earful of sound advice

Mr Jeremy Vass has been nicknamed 'Captain Catastrophe' after calling on coastguards for help five times in five days while on a voyage with a crew of two women in a luxurious new yacht equipped with advanced navigation aids.

He was criticized by rescue organizations yesterday and a Coastguard officer travelled to his temporary mooring at Newlyn, near Penzance, to give him some "sound advice".

Mr Vass, aged 30, a businessman from Wilmshurst, Cheshire, set off from Milford Haven in the 41ft yacht, *Forge Rival*, last Thursday.

Within four hours he was lost. Coastguards helped him by sending the positions of all lighthouses on the South-west coast. The next day his engine failed, and coastguards located him off the north Cornwall coast, more than 60 miles from his reported position.

Mr Vass, who is making for the Mediterranean, had to be guided along the coast with flares put up by two sets of coastguards in a six-hour operation. He was towed the final mile and a half into St Ives by a fishing boat.

Next coastguards answered another "emergency" when his yacht was reported to be keeling over; but they discovered it was safely attached to its moorings at St Ives.

Forge Rival's engine broke

down just outside the harbour on Tuesday morning. With the St Ives lifeboat standing by to launch, the *Bermuda* sloop was towed back by another fishing boat.

Finally, *Forge Rival* left St Ives, only to be towed into Newlyn early yesterday by the Penlee lifeboat after Mr Vass reported more engine trouble off Penzance.

Mr Trevor Thornley, the Land's End coastguard officer, said: "None of the incidents he has been involved in has been particularly serious and an experienced sailor would not have found it necessary to call us out on all those occasions."

"One of my colleagues has gone to interview him and find out what is wrong and to give him some sound advice."

Captain Eric Kemp, the St Ives lifeboat secretary, said: "What this man has cost I dread to think. He has every aid possible on board, and his navigation system can fix his position within 60 miles."

Mr Vass said yesterday that there had been a recurring fault in the 36hp engine. After losing power he was awake for three days and two nights. "I could hardly keep my eyes open and asked the coastguards for our position."

More engine trouble followed, and off Mousehole on Tuesday night the yacht was drifting with hardly any breeze.



Photograph by John Manning

Thatcher call for award to cartoonists

By Kenneth Gosling

The Prime Minister yesterday gave a warning against the substitution of pressure group tactics and industrial muscle for individual skill and merit.

It was her most difficult message to get across she said.

"Your standard of living and your future depend on your own things, your own skill and your own merit, and if you try to substitute pressure group tactics against the Government or industrial muscle, you would soon cease to have the society you would like to live in."

Mrs Margaret Thatcher was presenting in London what she called the newspaper industry's "battle honours", the British Press Awards. Her speech ranged widely over home and foreign affairs.

She pleaded for freedom from restrictive practices, an issue with which the newspaper industry was familiar and made a reference to the Employment Bill, which was just coming through the Commons. It would change the law, and the law was important.

"But the task in the coming year is to get the greater prosperity which might even lead to greater circulation. It is essential that we put to rest the idea that we could look forward to greater wealth in the future."

On foreign affairs, Mrs Thatcher said it would be a tragedy if Afghanistan became "just another nine-day wonder" and people accepted the occupation by Soviet troops to the extent of not worrying too much who was going to be next.

She also related the tragedy of world events to the war the British people reacted to the Third World.

Mrs Margaret Thatcher presenting Robert Fisk of The Times with the international reporter of the year award.

order, she said. But our way of life consisted in doing more than simply obeying the law. "It is not enough just to obey the law and pay your taxes. If you feel strongly about something, you have to do something by personal effort yourself."

On the awards, Mrs Thatcher said one citation said: "He is not frightened to make iters and is consistently challenging." She asked if it was unusual in the newspaper world to make such intellectual demands.

People who did that kind of writing, like David Wood of The Times, like leader writers and commentators, gave a perception of events that was like a headlight into the future and for which there was no substitute.

"I come here as an admirer of the system," she said. "It is perhaps true to say so (most) things have stood for thousands of years) but freedom would not last unless we have freedom of the press."

"And freedom of the press would not last unless you also have commercial freedom. Never let Government interfere with the press; you would lose everything you hold most dear."

Mrs Thatcher made an appeal for next year's awards to recognize the work of the cartoonist. The cartoon, she said, was the most concentrated and just about the most skilled and the most memorable, giving the picture of events that remained most in the mind.

Sir Edward Pickering, chairman of the award judges and vice-chairman of the Press Council, said they would consider next year introducing a Margaret Thatcher award for cartoonists.

Among the award winners were Robert Fisk of The Times, the international reporter of the year; Melanie Phillips of The Guardian, a reporter of the year; and John Pilger of the Daily Mirror, journalist of the year.

More curbs on waste chemicals urged

Rom Ronald Kershaw
Middlesbrough

Better methods of control were needed for the release of waste chemicals, Mr Simon Read, head of the poisonous waste unit of the Greater London Council, said in Middlesbrough yesterday.

A technical society placed great reliance on the use of chemicals and chemically based materials, and in their use the technological goal was everything; the after-effects were ignored.

Addressing Transchem 80, the seventh symposium on the safe transportation of hazardous substances, arranged by Cleveland Constabulary and Teesside Polytechnic, Mr Read said it was generally the case that no control was imposed on the release of waste chemicals until man was made aware of the effects of the releases.

There would always be a time lag between the initial release which produced the effect and that effect being eliminated.

Methods of control based on waiting for effects to show were unsatisfactory. He cited two cases related to chlorinated hydrocarbons, illustrating long time scales during which the substances affected the environment. One was DDT, the effects of which were not taken seriously until 15 years after the chemical was first widely used, the other polychlorinated biphenyls, first used in the 1940s. The effects on plant and animal life were seen in the mid-1960s and prompt action was taken to stop their use.

Mr Read said: "Men in his environment is now saddled with a fait accompli. The wastes have been released. They are lurking to be sprung on unsuspecting future generations. We have a suspicion that some of them are there but we do not quite know what to look for."

Mr Read said that because of many of the adverse effects caused by chemicals in the environment it was necessary to derive some means of predicting the likely effects of a planned action and allowing some measure of control either to curb or eliminate the hazard.

He said risk assessment required three main evaluations to be conducted: hazard identification, risk estimation and social evaluation. That meant the benefits to man of the system producing the risk, the cost-benefit of the risk system, and a comparison of the risk against other natural risks such as earthquakes and floods.

Mr Read pointed out that until the two off crises in western industrial countries heeded the warnings of those who said we were too reliant on oil for energy sources. He said: "There has not yet been a similar pollution crunch. We should not, however, be too complacent. These things have a habit of attacking from behind."

The symposium, attended by local authority officials, police emergency services and other interested parties, heard Mr Ian Wrigglesworth, Labour MP for Teesside, Thornaby, who opened the proceedings, say that Teesside's chemical and industrial complexes highlighted the constant threat to the environment from hazardous substances. The menace regularly exists on and around roads, railways, factories and other places where inflammable, toxic, irradiated and health-damaging substances were stored or transported.

Mr Cain said that aviation fuel lying on top of the water was blown into survivors' eyes.

Makers of pregnant drug may be sued

Legal action is being considered by more than 80 parents of children who were born deformed or died after their mothers had taken the drug, the pregnancy sickness drug.

The parents, who formed an association yesterday, are thinking of suing the drug manufacturer, Richardson-Merrell, and are calling for Debedox to be suspended, although the Government's Committee on the Safety of Medicines has ruled it safe.

Mr Jack Ashley, Labour MP for Stoke-on-Trent, South, told the meeting of parents at the House of Commons yesterday that the committee had sent for evidence it had not previously studied and which had led to an American court's conclusion that the drug caused deformities.

"I was very disturbed to have it confessed in parliamentary answers that the transcript of the trial had not even been looked at," he said.

Florida, capital in Orlando, had unanimously agreed that the drug had caused birth defects in a boy, and the only disagreement was over the degree of risk. "You cannot disregard evidence of that kind," Mr Ashley said.

The transcript of the committee's evidence from Dr William McBride, of Australia, who had first discovered the link between thalidomide and birth deformities, Mr Ashley said. It also cast doubt on some of the evidence on which the Government's committee had based its conclusions.

"I am not for a moment suggesting there is any relationship between thalidomide and Debedox. But I am saying

that the evidence McBride is important, that was not account."

The parents said: "I have been 130 letters from a believed their child deformities as a result drug, and letters were in daily."

Mrs Valerie Alessi, acting chairman, who was born with half of arm missing, said: "I just had a letter from two telephone calls from one from Ramon. It is estimated that per cent of birth defects are reported each. Ashley told the meeting there have been six cases a year since 1963, 34 last year, there are deformed babies born it was impossible to how many of those the result of Debedox."

Mrs Angela Elliott, secretary, who has babies disabled because the kidneys after she took said: "There must others like me who drug, and the doctors ing it was all right."

The Committee on Safety of Medicines has reviewed the drug since 1978 and on a revision found it safe to use, or suspend, if a deformed child is born. Some 3,500,000 British have taken for reasons during the past 20 years of the committee and R. Merrell say that the abnormalities among babies was the same population as a whole.

Consumer groups and r tape 'limiting drug research'

The development of new drugs is being restricted by consumer groups and consumer pressures, Mr David Smart, president of the Association of the British Pharmaceutical Industry, said last night.

At the association's fiftieth anniversary dinner, he said that a record £200m would be spent on research this year, but because of bureaucratic and consumer demands for increased safety precautions that level of spending could not be sustained indefinitely.

The consequence might be a considerable reduction in the

number of drug companies as soon as the innovation. It was more and more difficult clinical certificate in Kingdom than in a other country.

Rare side-effects became evident only a drug had been in large numbers of would be more logi force, to monitor the time after they had luced, rather than l sume, trying to beforehand, Mr Sm

Survivor saw pilot struggle to get out of sinking air

A survivor told an inquiry in Aberdeen yesterday that he saw the pilot's dying struggle to escape from his sinking aircraft after it plunged into the sea near Sumburgh airport, Shetland, last July.

Seventeen people died after the Dan-Air Hawker Siddeley 748 hit the sea at more than 100 mph.

Mr Vincent Cain, aged 30, a helicopter engineer from Merseyside, told the inquiry that he saw Captain Christopher Watson trying to escape the side window of the cockpit. "His shoulders were out of the window," he said.

That was the last he saw of the pilot, whose body was recovered later. There was panic and terror after the aircraft careered off the end of the runway at Sumburgh, survivors said.

Mr Cain said that aviation fuel lying on top of the water was blown into survivors' eyes.

by the down-draught rescue helicopter. Mr Howard John Wallasey, Merseyside draught whipped up and the inflated being thrown down i over the heads of su

Mr John Fraser, Airdrie, Strathclyde, said he saw the man coming into the crash there was a scamb exits.

He stayed behind he could to help when it seemed he v to too late. He had p Elizabeth, who the out of the aircraft.

"I showed her out she did not seem to any move to get o time. By this time was coming in very said."

Nearly 200 witnesses were called to the inquiry, which is due to three weeks.

Ulster home building to be cut

From Our Correspondent
Belfast

Public sector building of homes is to be cut by a third this year in Northern Ireland, although more than 14 per cent of all homes are judged unfit for occupation, compared with a figure for England and Wales of only 4.6 per cent.

The number of new houses to be built is to be cut from a planned 4,615 to 3,078, and the number of entirely new projects on "green field" sites will be reduced by 53 per cent.

The plan to house 2,000 Catholic families on the huge Poleglass development, on the edge of west Belfast, bitterly opposed by a number of Protestant politicians led by the Rev Ian Paisley, survives more or less unscathed and the cuts will be felt mainly in the rural areas and Ulster's smaller towns.

Despite the reduction in projects to be supervised there is to be no reduction in the staff of the Northern Ireland Housing Executive, which controls all publicly owned housing in the province.

Announcing the executive's curtailed programme in Belfast yesterday, Mr Charles Brett, the chairman, said it had explored the possibility of raising additional funds on the market but had been told that would not be permitted.

The Government had cut the executive's budget for the year from the projected £129m to £112m but inflation made that £17m cut equivalent to at least £23m.

On seeing the chairman's draft statement, the Northern Ireland Office minister responsible for housing, Mr Philip Goodhart, took the unusual step

of asking Mr Brett to minister's comments press conference calling executive.

Mr Goodhart came in real terms spending on public housing in Ireland would increase.

Mr Brett said it was appalling to have to cherish schemes, executive had escaped compared with authorities in Britain.

"There has been a in the press that the ment intends to phase new council house in Great Britain by 15 Brett said."

In contrast with high authorities, the has decided to press a new building as far possibly afford to do

American held in Ulster for questioning

Police investigating terrorist crimes in Northern Ireland yesterday were interviewing an American citizen, aged 23, who was not named.

He left the United States a year ago and has been living in the Creggan area of Londonderry.

He was arrested on Tuesday in a dawn raid. An unspecified number of people are being held under section 11 of the Emergency Provisions Act.

The police said several people were being questioned about "serious crimes".

Miles joint second after chess win against Stean

By Harry Golombek
Chess Correspondent

Round 6 in the Phillips and Drew King's Grandmaster chess tournament in London started at a slow pace with a quick draw between Sosonko and Andersson and then a somewhat longer draw between Speelman and Okrokhov, which left the latter still in the lead with 4½ points.

Thereafter, however, every game was most fiercely contested and the variety of attacks and counter-attacks that ensued provided a feast of entertainment. Timman and Ljubojevic played the well known but very complicated poisoned pawn variation of the Sicilian defence which ended in a well deserved draw.

Then young Short, whose position was defensive out of the opening, succumbed to an overwhelming king side

attack by the grandmaster, Sax.

Shortly afterwards lost to Miles in a game most of the pressure in the latter's hands, now in equal second place, was shared by Sosonko, Timman, Ljubojevic, and Speelman.

Round 7, which was a Russian boy's success Kasparov, a Soviet schi came to become the youngest chess gra after taking an unlead in a tournament home town of Taku, T. Akashvili.

Kasparov, who was Sunday, is sure to international tournament still has two rounds

akers of NEWS rug may be ormers try to split t from wrong young offenders

Correspondent

Chief probation officers now say that it is time to replace that with a more realistic approach to young offenders. The basis would be a clear distinction between criminal proceedings and care proceedings in the work of the juvenile courts. Local authority social work departments would concentrate on work with young people who were the subject of care proceedings, and the probation and after-care service on those subject to criminal proceedings.

Present thinking is that the measures available to juvenile courts dealing with children or young persons who commit crime should include, as at present, absolute discharges, conditional discharges, fines and attendance centre orders.

For the most serious offenders, detention centre and hospital sentences would still be available.

For others, in place of the present supervision order there would be a junior probation order, which could contain a wide range of special requirements, ranging from attendance at day activity centres and part-time or full-time residential requirements in hostels, specialist foster homes or other establishments, and special intensive supervision for those requiring it.

Other possibilities now under consideration include lowering from 17 to 16 the minimum age at which community service orders can be made and the introduction of residence in community homes as part of junior probation orders.

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A bus embedded in a house in Rainhill, Liverpool, yesterday after leaving one woman dead and four people injured

One dead, 4 hurt as bus leaves trail of wreckage

An elderly woman was killed yesterday when a double-deck bus left a half-mile trail of wreckage on the A57 road at Rainhill, near Liverpool. It struck a bus queue and seven vehicles before hitting the front of a semi-detached house, where it became embedded.

Five policemen were needed to drag the driver from the bus and to hold him down before he was taken by ambulance to hospital.

Keiran McCabe, aged 17, of Palmwood Avenue, Rainhill, said that the driver was hanging out of the cab screaming: "I am God. I am Bruce Lee. Do you believe me? I am in paradise".

Jonathan Davey, aged 16, who lives near the house where the bus came to rest, said: "A policeman tried to coax the driver out of his compartment, but he was shouting and flailing his arms. He was shouting: 'We are all dead. Don't you see? I know what it is like. I have died before'".

The series of crashes began at about 9.10 am when the bus, belonging to the Crosville Bus Company, of Chester, had turned round after a 12-mile trip from Liverpool city centre.

Police believe that the vehicle started to zigzag across the road. First it collided with an oncoming post van, knocking it on its side. A few yards further on it went into the bus

queue, then into an estate car. On the way the bus picked up what it believed to have been a stationary car and shunted it broadside for 300 yards at nearly 30 mph, before it ploughed into an oncoming van and a Mini car.

The dead woman and two of the injured were at the bus-stop, where the bus demolished a wooden shelter. Ten minutes earlier dozens of children had been at the stop.

The bus then veered on to a pavement and a woman pedestrian had to jump aside. It smashed into the front of a semi-detached house, crushing an estate car in the drive on the way.

Mr Algernon Elwin, the bus

company's traffic manager, said the driver had been employed by the company since 1976 and his record was satisfactory. As far as he was aware the vehicle was in a roadworthy condition. A full inquiry will be held at the earliest opportunity.

Merseyside police said four people were taken to hospital, where two were said to be in a serious condition.

Edward Brown, aged 33, of Wavertree, Liverpool, had been charged with causing grievous bodily harm but had been found unfit to appear in court yesterday.

Doctors had certified him under the Mental Health Act and he had been detained in an approved hospital, police said.

Labour adopts 'Tory vandals' poll slogan

By Christopher Warman
Local Government
Correspondent

Whitehall's policies on local government were resulting in damage to, and even the destruction of, essential services, Mr Roy Hattersley, shadow Environment Secretary, said yesterday.

Launching the Labour Party's campaign for district council elections in England and Scotland on May 1, Mr Hattersley said Labour offered the British people an "opportunity to demonstrate their opposition to all that Mrs Thatcher stands for, and an opportunity to reject Conservative policy for local councils."

"That policy can be summed up in four words: pay more, get less."

With a national slogan of "Stop the Tory vandals—vote Labour", the party is confident of gaining hundreds of seats and regaining control of more than 30 authorities.

Mr Hattersley said the message was finally getting across to people that cutting public expenditure was not the answer to Britain's difficulties. While people would in general say they did not want to see higher spending, the fact was that they

did not want worse schools, poorer housing, higher rates, fewer amenities for the elderly, uncut parks or unmaintained roads.

He believed that people were also now realizing that the reason for rate increases was not local authority waste and extravagance, but the result of the policies put forward by Mrs Thatcher and Mr Michael Heseltine, Secretary of State for the Environment.

Rates are increasing because central government is not providing adequate funds for local services, and local government has now been put in an intolerable position by the Government as a result of the Clegg award to teachers.

Mr Hattersley rejected the Conservatives' claim that the party was winning support on the council estates because of the policy of selling council houses. Tenants realized that buying their homes was not as easy or as cheap as the Government made out.

Another matter that would have an "electric" effect on council tenants was the fact that the Government intended to allow housing authorities to make a profit from their tenants.

20 still held in drug inquiry

By Our Crime Reporter

Customs and police officers yesterday were still questioning 20 people arrested after the seizure of cannabis resin estimated to be worth £1.5m being unloaded from a yacht in

a secluded North Wales bay on Tuesday.

Six people were arrested at the time of the seizure and others were picked up in raids later. It is thought that further arrests may be made as part of the investigation.

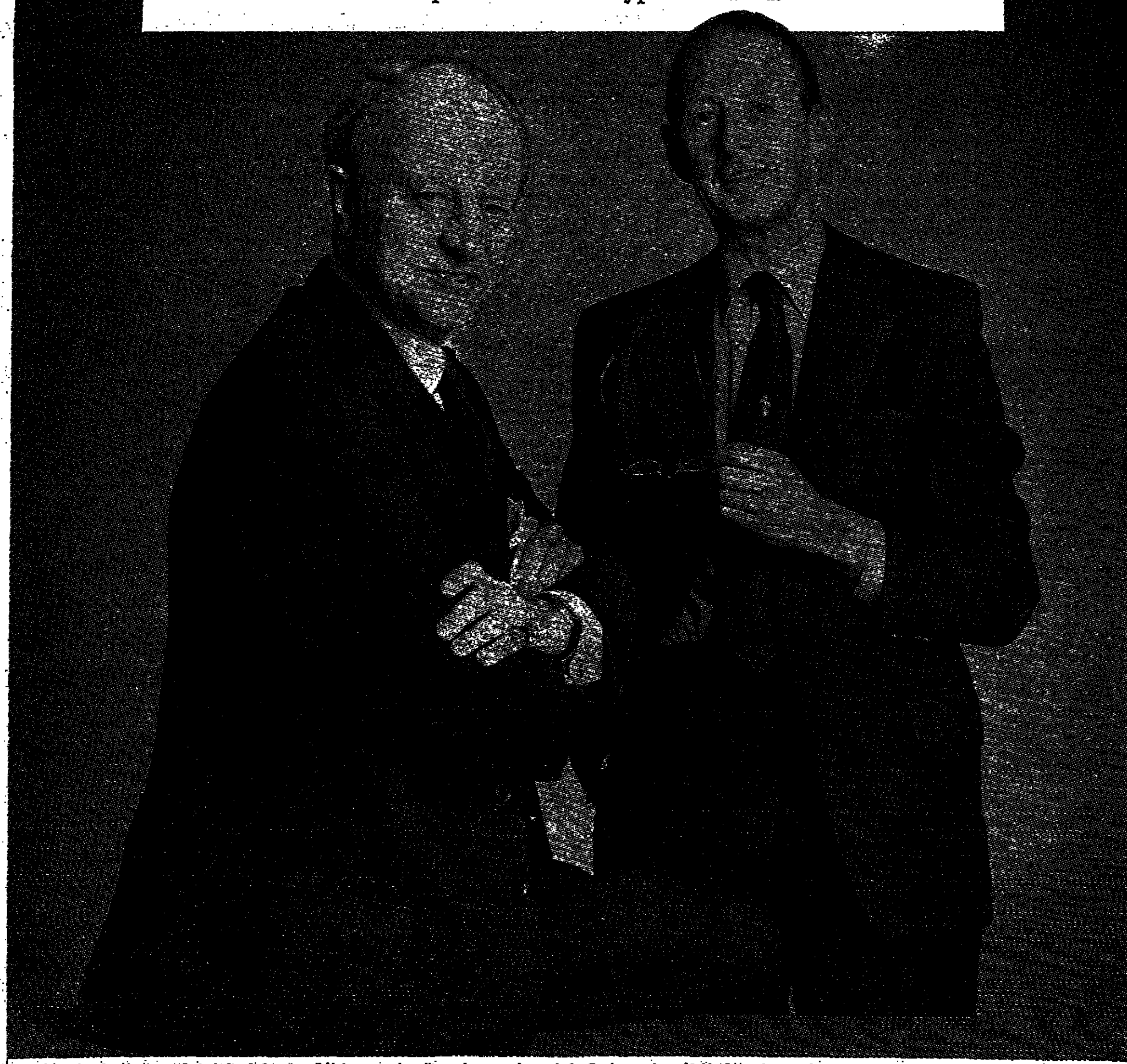
"£600,000 SAYS WE WERE RIGHT TO HAVE ECGD COVER"

As you would expect of a company which has won two Queen's Awards for Export, the Baker Perkins Group (headquarters Peterborough) is not only successful but highly professional in its approach to the exporting of plant and machinery for the food, chemical, printing and foundry industries.

"Of course," said Franklin Braithwaite, Chairman (left), "we make wide use of the financial benefits of our ECGD export insurance

policies—especially extended credit terms. But apart from that, with export sales of over £35 million last year in 100 countries, I don't think I could sleep at nights without export insurance protection which is good value for the premiums we pay."

"During the 1970s" added Managing Director John Peake, "ECGD paid us promptly claims of over £600,000 in markets where we thought we were safe. But with the current economic and political turbulence, how could anyone be complacent about the risk element in any part of the world?"



ECGD insures from date of contract or despatch of goods. Cover is available for contracts in sterling or other approved currencies for: Continuous sales worldwide of raw and processed materials, consumer goods and production-line engineering goods. Sales to and by overseas subsidiaries of UK firms. Sales through UK confirming houses and by UK merchants. Single large sales of capital equipment, ships and aircraft. Constructional works contracts. Services. ECGD also makes available: Guarantees to banks providing export finance, often at favourable rates of interest, including project loans and lines of credit to overseas borrowers. Guarantees for performance bonds. Consortium contingency insurance. Cost calculation cover. Tender to contract cover. Cover for investments overseas. For full details call at your local ECGD Office.

To make an appointment or for information contact the Information Office, Export Credits Guarantee Department, quoting reference TZ - at Glasgow, Belfast, Leeds, Manchester, Birmingham, Cambridge, Bristol, London West End, Croydon or Tottenham offices or Joan Swales, Information Section, ECGD, Aldermanbury House, London EC2P 2PL. (Tel: 01-606 6699, Extn. 250).

ECGD
INSURANCE FOR BRITISH EXPORTERS

Hitelaw is file stol riot

report on the riot in the St Paul's school was forwarded to Mr William White, Home Secretary, by Weigh, Chief Constable and Somerset.

telaw asked for a the incident, in aid on a café for drink led to violence and the with the police for some

ad Somerset police comment on the comment on the the report yesterday, confirm that it had to London. In the of the riot a Home

ter toured the area, eight has drawn pub-ly set fire to the damage to shops ings, has also led to an inquiry into con-the St Paul's area, occupied largely by ad the events that violence.

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Man for trial on Welsh holiday home fire charge

David Hugh Davies, who is accused of setting fire to a holiday home in North Wales, was alleged at Porthmadoc Magistrates' Court, Gwynedd, yesterday to have said that he had drunk several pints of ale and had mentioned his intention of starting a house fire to several friends and the local policeman.

Mr Davies, of Camden Road, Bridgwater, Somerset, was committed in custody for trial at Caernarfon Crown Court on a charge of arson, causing criminal damage. Mr Davies, aged 22, a clock repairer, was alleged to have set fire to a holiday home in Redgellert, in Snowdonia, causing considerable damage.

Mr Robert Price, for the defence, asked that reporting restrictions be lifted as he wanted to make clear that Mr Davies' actions were in no way politically motivated.

In an alleged statement, Mr Davies, whose family lives in North Wales, said he had heard of the house fires in Wales on the radio. He broke into the cottage through a window and set fire to a settee, other pieces of furniture, clothing, curtains and bedclothes. He gave himself up the next morning.

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PARLIAMENT, April 16, 1980.

Tide flowing strongly towards Games boycott

House of Commons
The latest information available suggested that about 30 governments, favoured by boycotting the Olympic Games in Moscow or had expressed serious reservations about their athletes taking part, Mr Douglas Hurd, Minister of State for Foreign and Commonwealth Affairs, said. The number was increasing all the time.

Mr Philip Whitehead (Derby, North, Lab) had asked how many countries were in agreement with the British Government in its proposal for a boycott.

Many of us (said) who were deeply concerned about the holding of the Moscow Olympics in human rights grounds long before the invasion of Afghanistan or the American presidential election, feel that the current slugging match between the Government and the British Olympic Association will leave us with the worst of all worlds in this country, exposing deep divisions where there should be unity.

Would he discuss with the athletes how they would go, as in their right if they wish, some form of unified protest in Moscow during the holding of the Games?

Mr Hurd—No. That ignores the fact that the Soviet authorities control the television output from the Games.

There is no slugging match. It is

increasingly clear that as the tide of boycott begins to flow strongly in many sports this is going to be a tawdry event with second-rate competition.

Mr John Biggs-Davison (Epping, Con) asked whether other countries may do, will not any British athlete who goes there to compete dishonour himself and his country? (Labour protests.)

Mr Hurd—The competitors find themselves in a difficult position which has not been helped by the premature decision of the British Olympic Association to accept the Moscow invitation.

We will do what we can to help them in that situation, but believe it is strongly against British interests for British athletes to participate.

Mr Roy Hughes (Newport, Lab)—We will do what we can to help them in that situation, but believe it is strongly against British interests for British athletes to participate.

Mr Selwyn Gummer (Eve, C)—Britain should be leading and not

merely counting up how many other countries would do this. Without ignoring the personal character of Sir Denis Ffolows, it is not clear that he should be a character rather than be politically assassinated because he will not understand that he has a position as a British person and not merely as a representative of sport?

Mr Hurd—I would rather not be drawn into further comment on him. We warmly welcome, for example, the latest decision by British athletes not to take part.

Mr George Foulkes (South Ayrshire, Lab)—What compensation is the Government prepared to give to those businessmen who have obtained franchises for the Moscow Olympics? Surely these are the kind of people the Government is trying to encourage. They will lose money as a direct result of the Government's action.

Mr Hurd—The Government should give up its attempt to blackmail our sportsmen and sports administrators. Particularly reprehensible was the attempted character assassination yesterday of Sir Denis Ffolows. A man of the highest possible integrity, who has served sports admirably over so many years.

Mr Hurd—His integrity is in no way in question. We disagree with his judgment about British interests in this matter.

Mr Selwyn Gummer (Eve, C)—Britain should be leading and not

Plan for Afghanistan still being evolved: savage colonial war

The aim of the British Government must be to work towards encouraging the Russians to bring the Afghan conflict to an end by withdrawing their troops. Mr Douglas Hurd, Minister of State for Foreign and Commonwealth Affairs, said.

Mr Tam Dalyell (West Lothian, Lab) had asked the Lord Privy Seal for details of the British proposal for the Russian Government of his proposals as to how the Russian Army should withdraw forces from Afghanistan in order to avoid the possibility of inter-ethnic factional bloodshed.

Mr Hurd (Mid Oxon, C)—Exchanges we have had with the Russians are encouraging. Our approach is flexible and other governments are contributing suggestions on how the concept might be put into effect. It is therefore misleading to publish details at this stage.

Mr Dalyell—Does he agree with Cardinal Hume, Archbishop of Westminster, that the Russians should not be regarded as bogy-men?

In these confidential communications, can we be assured that they are done in a fairly sensible spirit and not in the spirit of lashing the Russians, because that is not the way to get the Red Army out of Afghanistan?

Mr Hurd—These proposals put forward by the Secretary of State for Foreign and Commonwealth Affairs (Lord Carrington), and endorsed by the EEC, are aimed at the Russians, but designed to give them a way in which they can withdraw their troops from their aggression in Afghanistan, leading to a neutral and non-aligned status for that country.

Mr Alan Beith (Berwick-upon-Tweed, C) said Mr Dalyell had suggested recently that Russian invasion was justified by the fact that atrocities had been committed against Russian advisers in that country.

Mr Hurd—It is true that it is not a Russian in Afghanistan at present, but the remedy is in their own hands. They can withdraw.

Mr Paul Bryan (Hendon, C)—It is only right that western countries should press the Russians to withdraw. It is obvious they have no intention of doing so. The Government should base their diplomacy on that assumption.

Mr Hurd—The Russians are engaged in a savage colonial war in Afghanistan in which it is hard to see the outcome. (Labour interruptions.) It is a colonial war, conducted by upwards of 80,000 troops who are actually engaged in fighting the resistance movement.

It must be our aim to work towards encouraging them to bring it to an end by withdrawing their troops.

Mr Philip Whitehead (Derby North, Lab)—What evidence does the Government have that some circles at least in the Soviet Union realize Afghanistan is a major blunder in every sense of the word?

Which item of British Government policy today is designed to encourage them to withdraw and increase their influence?

Mr Hurd—The proposals to which the question was addressed, these proposals are designed to give the Russians a way out of their aggression.

Mr Enoch Powell (South Down, Off U)—Would he consider who guaranteed the neutrality of Belgium and how that was implied? Which countries would guarantee the neutrality of Afghanistan, and how would they implement it?

Mr Hurd—I am not going into details today. (Labour laughter.)—of a plan which is still being discussed and is still evolving.

Its purpose is clear: first, a Soviet withdrawal, second a declaration by the Afghans in favour of neutrality and non-aligned status, and then support

for that declaration by their neighbours and other countries.

Mr John Widdowson (Hillingdon, Ruislip-Northwood, C)—Many neutral countries have retained their neutrality for it in many cases the interests of the free world and peace that neutrality should preserve are of great importance.

Mr Hurd—Yes. One of the encouraging things about our proposals is the degree of interest and support for it in many countries in the free world and particularly the Islamic world.

Mr Tam Dalyell (West Lothian, Lab) in other exchanges, asked—Can the minister or his colleagues in the EEC think of any specific good reasons why the Soviet Union should want to colonize Afghanistan?

Sir Ian Gilmour—That question should be addressed to the Soviet Union. All we know is that there are at present 80,000 Soviet troops in Afghanistan terrorising the inhabitants and causing large numbers of casualties. Their action has been criticized by almost all the members of the United Nations and the Islamic Council and appears to be supported only by Mr James Laonch (Oldham, East, Lab)—When he discusses with his EEC opposite numbers the question of Lord Carrington's proposal to have a neutral Afghanistan, and since he has said that that neutrality would not be imposed but would have to be agreed by Afghans, will he express the concern felt about the nature of his proposals so that it will be clear to the Government with whom the proposals will have to be agreed?

Mr Hurd—I am not going into details today. (Labour laughter.)—of a plan which is still being discussed and is still evolving.

Its purpose is clear: first, a Soviet withdrawal, second a declaration by the Afghans in favour of neutrality and non-aligned status, and then support

Britain has no standing in Mandella case

Britain had no standing in the case of Nelson Mandela, said Sir Ian Gilmour, Lord Privy Seal, when pressed to make representations for his release.

Sir Ian Gilmour said that Britain's role in the case was governed by her desire to encourage peaceful change there and to achieve an internationally recognized settlement in Namibia.

If there is progress on both these fronts (he went on) we can look forward to the steady improvement in our relations which we seek.

He had no plans to meet the South African ambassador in the immediate future.

Mr Cyril Townsend (Bexley, Red, Leytham, C)—Will he bear in mind the build up of Soviet maritime forces in the Indian Ocean, most recently described in the defence White Paper?

Will he be having discussions with the Ministry of Defence on the possibility of sharing maritime information with the South African Navy and even the possibility of joint naval exercises?

Sir Ian Gilmour (Chesham and Amersham, C)—That is a matter for the Secretary of State for Defence but we have no present plans to set like this.

Mr David Winnick (Walsall, North, Lab)—When he does meet the ambassador will he express the concern felt about the nature of his proposals so that it will be clear to the Government with whom the proposals will have to be agreed?

Sir Ian Gilmour—We do not have any standing in the case of Mr Mandela so it would not be right for us to make formal representations on his behalf.

But I am sure the South African Government recognizes what an excellent effect on international opinion Mr Mandela's release would have. It would be a symbol of the desire for reconciliation in South Africa.

Mr Nicholas Winterton (Macclesfield, C)—Many Tories welcome the improved relationship between Britain and the South African government.

It would be wrong to put undue pressure on South Africa over the future of South West Africa. South Africa is entitled to its own gradual progress to a more democratic form of government in South West Africa.

Sir Ian Gilmour—It would have been impossible to hold the election in South West Africa without the logistical help of South Africa.

Mr John Manton (Glasgow, Cathcart, Lab)—In view of the Government's position on the British Lions tour of South Africa, will Sir Ian Gilmour make a statement in the House, the British Lions and the South African Government that the British Embassy facilities there will not be used for the Lions tour?

Sir Ian Gilmour—That sort of declaration does not help anyone. The House and the Rugby Union know well our attitude to the Glenageary or civil servants' sporting contacts with South Africa.

Mr Edward Rowlands, an Opposition spokesman on foreign and Commonwealth affairs (Merthyr Tydfil, Lab) said during last evening's debate that the Government was wrong in the Government pressing strongly with representations on freedom for Mr Mandela and other political prisoners.

The motion was carried by 296 to 133—Government majority, 55.

Sir William Barlow's departure regretted: differences denied

The exact reasons for Sir William Barlow's resignation as Chairman of the Post Office have been a matter for speculation. Mr Keith Joseph, Secretary of State for Industry, said.

There has been no disagreement between Sir Keith and Sir William Barlow, whose resignation he very much regretted.

Sir Keith Joseph (Leeds, North-East, C)—Sir William Barlow has made excellent progress with the administration of the Post Office since he took over in 1975. He would prefer to resume his career in the private sector. Sir William has my respect and admiration for all that he has done and sought to do in the Post Office during the last two and a half years. His departure later this year will be a loss to the public sector, though I have no doubt it will be a gain to private industry.

Sir Keith Joseph—There is no disagreement between Sir Keith and Sir William Barlow, whose resignation he very much regretted.

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OVERSEAS

Pennsylvania primary next Tuesday holds the key to both Republican and Democratic nominations

Mr Kennedy fights crucial presidential test in the black ghettos

From Patrick Brogan
Philadelphia, April 16

Senator Edward Kennedy visited one of the slums of Philadelphia yesterday and the children loved it. It was as good as a circus. Some of the children were less impressed.

"They're just here because of the election," a depressed, unemployed man in his fifties said. "You'll never see them when you need them. What do they care about black people? What have they ever done for us?"

This was in the heart of the black ghetto and the crowd's scepticism started with television, whose representatives were the chief attractions of the circus, and extended to Senator Kennedy, the mayor of the city, Mr William Green, and to various other public officials who were on hand to back in the television lights and in the flickering glory of the last of the Kennedys.

The biggest cheer went to a black disc jockey from a radio station: "Jordan Woods, the man with the goods."

The senator tried to affirm that he was different from other politicians, most notably from

Mr Jimmy Carter. "I pledge myself," he shouted, "that as President of the United States, I will do my best to improve the quality of life in the cities of the United States."

Certainly, the quality of life in West Philadelphia is no better than that in the south Bronx in New York or in the ghettos of Chicago, Detroit, Washington or Atlanta. The patches of worn grass there glitter with broken glass, the buildings reek of decay and the new high rise apartment blocks have the look of fortresses in no-man's land.

"There's no one comes out here after dark," the man said, "they get their throats cut. They break the lights in the elevators and mug people. You don't go in the stairs, you'd get murdered for 50 cents."

Mr Kennedy and Mr Green were promising hope and prosperity to the front of the crowd (their words were quite audible further back) and the man said: "Nobody around here wants to be on welfare. We don't want food stamps. What they want is jobs."

Another man offered a different comment: "All they can talk about is health, education and welfare. We know all about that. What I wanted to hear about is politics. What does he propose to do about Iran? What has he got to say about the Middle East?" This man, for one, had heard politicians' promises to improve the slums so often and to so little effect, that he has lost interest.

This is Kennedy's last stand and he must win the votes of the poor blacks of the Philadelphia slums if he is to carry Pennsylvania in the primary next Tuesday. The support of the mayor, an old friend who announced his accession to the

is essential to the senator. He hopes it would do him more good than did the support of Mrs Jane Byrne the Mayor of Chicago, who has considerable unpopularity cost him many votes in the Illinois primary a month ago.

Fortunately for him, Mr Green is very popular in Philadelphia, particularly among blacks, who rejoice in the as mayor, Mr Frank Rizzo. In 1976, victory in the Pennsylvania primary assured Mr Carter the nomination. If he defeats Mr Kennedy here next week the senator's last hopes will be gone, and he will have to find a way of gracefully conceding defeat and rallying behind Mr Carter in the fight against Mr Ronald Reagan.

Pennsylvania is equally important for the Republicans. It is as much Mr George Bush's last stand as Mr Kennedy's. Mr John Anderson is no longer a serious contender for the Republican nomination, and is not running here. The two races are now two-man affairs, with the second man in each case in desperate straits.

The cold arithmetic shows that Mr Bush has no real hope of beating Mr Reagan, even if he wins here, unless Mr Reagan makes a fatal mistake. But if Mr Bush is defeated on Tuesday, he will be unable to benefit from this hoped-for but unlikely miracle.

Pennsylvania likes to call itself the Keystone state, the link between New England and the South during the exciting days of the American Revolution. Its key position in this year's primaries is largely fortuitous.

It is a big, heavily industrialized state, which chooses a substantial block of delegates to each of the party conventions, and its primary comes after those of three other, similar states (Massachusetts, Illinois, and New York) and before the rest of them hold their elections late next month and in the grand finale on June 3.

Mr Kennedy won in Massachusetts, lost badly in Illinois, and won again, both surprisingly, in New York and Connecticut on the same day. He has lost everywhere else (except in Arizona last week) and Mr Carter, who has more than half the delegates he needs to win the nomination, is far ahead of him. He is likely to do better than Mr Kennedy in the late primaries in the West.

Mr Kennedy must win a clear victory in Pennsylvania and the remaining primary states if he is to get within striking distance of the President.

So he is campaigning ceaselessly. Yesterday he talked to Jewish leaders, to slum dwellers, to black and white unionists, to a convention of trade unionists, to a big fund-raising

dinner for the Philadelphia Democratic Party, and gave an address that could be persuaded to hear him. He even gave an interview to a school newspaper in the slum.

He is following the same programme today, and tomorrow, and every day until the primary. He started it immediately after Easter and is showing amazing stamina and enthusiasm in carrying his message to the electorate.

The Carter people have released one of their opinion polls which shows that the senator is a few points ahead of the President in Pennsylvania. Nobody believes polls very much any longer: a few days before the New York primary, Mr Carter was reported to be far ahead. Mr Kennedy won, handsomely.

The Kennedy people are nervously speculating on what good news Mr Carter can announce just before the primary. He has managed to produce some striking event before any primary event so far, but he has been conspicuously absent from the campaign, and it is beginning to hurt him.

World View by Arrigo

US coordination with the allies fails again

Can America justify its anger at the Iranian crisis? Who was the party responsible for the disastrous show of disarray in the alliance after the sudden breaking up of negotiations on the fate of the hostages?

Having often been accused, as a political commentator, of being blindly pro-American, I must say that I consider the show of bad temper and bad manners from the White House, since the crisis flared up again, to be a disgraceful performance, which is damaging the alliance. These are serious matters, which must be examined with great care and urgency.

In order to understand why the Western powers found themselves once again marching out of step, remedies for this sorry state of affairs must be urgently found. But being rude to each other will not help.

On this side of the Atlantic, many of us felt that we were being submitted, on the Iranian crisis, to a blind, hot-and-cold shower treatment. We were first asked to break economic relations, then to wait for the result of United Nations mediation; then to get ready for action again, only to be asked to pause once more while a new, rather secretive series of contacts was being established between America and President Khomeini.

To the very end of March, according to the highest American sources, the transfer of hostages to the Revolutionary Council was considered imminent. And then, suddenly, all efforts failed and America's envoys to a few dozen countries conveyed similar "friendly" ultimatums to the United States allies, asking them to fall in line and to go on the warpath at once. Unless they proclaimed a boycott of Iran, they were told, America would go to war, and theirs would be the responsibility.

Unacceptable breach of law

Of course, all America's allies have many vital interests in common. They want to support their offended leader, and to be seen to do so; they want to punish Iran for its unacceptable breach of international law; they want to give a warning to the whole Middle East and beyond, so far as the Soviet Union, that America and the West are not "paper tigers", whose tails can be freely twisted.

But America's allies find themselves in widely differing individual situations. Even among the Nine, some have closer ties with Iran, and some have a more distant relationship. The volume of their exports to Iran is insignificant. Others would find it extremely difficult to secure the expulsion of the Iranian forces from the country.

Private Griffin was caught by surprise by the Iranian forces' advance. He was a member of the Iranian Revolutionary Guard, and he was in the country when the Iranian forces entered. He was a member of the Iranian Revolutionary Guard, and he was in the country when the Iranian forces entered.

He added that attempts by militia to take the size of the held enclave appeared directly to Palestinian attack on the border.

Mr Roman said: "Major Haddad simply has to be instructed to desert from actions of this kind on that the United Nations soldiers can concentrate fully on their difficult peace-keeping task. I believe that Israel has it in its power to do this."

The ambassador emphasised that last year, in correspondence with Mr Jack Lynch, who was then Prime Minister of the Irish Republic, Mr Menachem Begin, Prime Minister of Israel, had acknowledged that Israel formally supported Mr Haddad (leader of the Christian militia) and had influence over him.

Mr Roman's appeal came after the death in a Haifa hospital of Private Stephen Griffin, aged 21, a member of the Irish battalion of UN Truce Supervision Force, who was shot in the head during an attack launched by Christian gunmen early last week in a disputed Lebanese village.

For the past two weeks, there have been numerous battles between the militia and Irish troops. Major Haddad accuses the Irish of cooperating with Palestinian terrorists. On Monday, the renegade Lebanese army officer, whose men are supplied, financed and advised by Israel, threatened to use

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Russia denies military build-up along its frontier with Iran

From Michael Binyon
Moscow, April 16

The Soviet Communist Party back swiftly at Dr Breznev's claim on American television yesterday that the Russians were building up their military forces near the Iranian frontier by accusing the White House security adviser of "political charlatanism".

The newspaper's former chief Washington correspondent said Dr Breznev's "reliable information" was unfounded. Pravda said neither American spy satellites nor listening devices sited near the Soviet frontiers could detect a concentration of Soviet troops.

The newspaper accused Dr Breznev of simply concocting the information, suggesting that it had been worked out with the help of the Central Intelligence Agency at the Pentagon. Meanwhile, it added, he was overlooking the real American plans for intervention.

In the past week the Russians have been giving firm indication that they will give Iran direct help to break any military or economic blockade imposed by the United States. They have also begun to side publicly with Iran in its bitter quarrel with Iraq.

Moscow is extremely nervous about the unstable situation on its frontier though it is trying to draw maximum political benefit from the American dilemma there.

The Russians have no love for Ayatollah Khomeini or for President Bani-Sadr's Government. However, since the overthrow of the Shah—with whom Moscow enjoyed good relations—they have tried to court the new revolutionary forces, although with a marked lack of success.

Several sharp disagreements now divide Moscow from the new Islamic regime, including the breakdown of talks on a new price for Iranian gas exports to the Soviet Union, the situation of Soviet Muslims and Iranian opposition to Soviet intervention in Afghanistan.

But in the present tense international situation, Moscow now feels it has no alternative but to support Iran in its feud with the Americans. This diverts the world's attention from Afghanistan. More importantly, Soviet security and ideological interests cannot allow the Americans to reestablish

their predominant position in Iran. That would be seen as a direct threat to the Soviet Union itself, and would bring a superpower conflict in Afghanistan that much closer.

And so, although the Russians are on record as opposing the holding of American hostages, they have now ceased to mention this aspect of the conflict, and accuse Washington simply of seeking a pretext for armed intervention in the Gulf.

Moscow has also glossed over Iran's support for the Afghan rebels and its recent decision to boycott the Moscow Olympics.

But Iran's growing conflict with Iraq, a country long linked to the Soviet Union by a formal treaty of friendship, puts Moscow in a dilemma. As when fighting broke out between Ethiopia and Somalia, the Kremlin is trying hard to avoid coming down on one side or the other. But as in the Horn of Africa, it looks as though Moscow will have to choose and will opt for what seems the stronger side—especially as Iran borders the Soviet Union.

In any case, the Russians have become increasingly disillusioned with President Saddam Hussein's tough anti-communist regime in Iraq. The

Nevertheless, the Russians would be extremely reluctant to side openly with Iran, whose Government they regard as unstable and ideologically hostile, against a country they are bound to assist by a treaty of friendship.

Already two Arab countries—Egypt and Somalia—have renounced similar treaties with Moscow, and the Russians do not want their influence in the Arab world to diminish still further.

At a time when the Kremlin is seriously worried by the wider repercussions of its Afghanistad adventure and is now trying to repair some of the political damage in Europe and the Third World, it cannot afford an escalation of tension with the West and with the Islamic world over Iran.

And so, in spite of the vigorous anti-American propaganda which the Russians would probably be very willing to encourage a diplomatic solution to the hostage crisis, and may be ready to work behind the scenes to obtain one.

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He bought the house in 1979 and decided to put sod on the roof after being bombarded by local authorities to save energy by insulating walls and roof. He carefully planned the lawn with 70 tons of hay and grass seed and added an assortment of plastic sprinkler pipe.

"It grows beautifully," he says, "but I must admit it can be quite tricky manipulating the mower around the chimney, and you have to watch your step."

Mr Cowan admits he takes a lot of kidding from neighbours who tell him to weed his roof. "But at least we won't have to clean up any dog mess on our lawn like they do," he said.

It has worked beautifully so far," Mr Cowan says. "In the middle of summer we noted that our electricity bill was cut by almost two-thirds. We're keep-

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Cuban refugees arrive in Costa Rica

San José, Costa Rica, April 16

An airliner carrying 152 Cubans screaming "freedom, freedom" arrived today on the first leg of an evacuation of the 10,800 Cubans who took refuge in the Peruvian Embassy in Havana. "Viva Costa Rica," the Cubans shouted as they stepped off the aircraft and flashed the victory sign.

Senior José Luis Fernandez, aged 36, the first man off, said he took refuge in the embassy two weeks ago because President Castro "is giving the people away to communism".

Senior Fernandez, unshaven and wearing a tattered grey jacket, said he left behind three brothers and a sister. He wanted to go to Miami because "there's freedom in the United States and there's no liberty in Cuba".

The Cubans looked dazed as they disembarked, but then began running towards reporters to tell their stories, shouting "Down with Castro," and "Freedom, freedom, freedom".

Most of the Cubans appeared to be men and women in their late 20s and early 30s, though there were about 15 children, including a baby. They were met at the airport by President Rodrigo Carazo Odio, then taken to a hostel.

Senior Alberto Reyes, a taxi driver who left with his pregnant wife, said their three children and his father were in Havana, "but my father is a communist and he's no father to me".

Many of the refugees were concerned that President Castro would not allow the 25 Cubans who first broke into the Peruvian Embassy, killing a

lish their predominant position in Iran. That would be seen as a direct threat to the Soviet Union itself, and would bring a superpower conflict in Afghanistan that much closer.

And so, although the Russians are on record as opposing the holding of American hostages, they have now ceased to mention this aspect of the conflict, and accuse Washington simply of seeking a pretext for armed intervention in the Gulf.

Moscow has also glossed over Iran's support for the Afghan rebels and its recent decision to boycott the Moscow Olympics.

But Iran's growing conflict with Iraq, a country long linked to the Soviet Union by a formal treaty of friendship, puts Moscow in a dilemma. As when fighting broke out between Ethiopia and Somalia, the Kremlin is trying hard to avoid coming down on one side or the other. But as in the Horn of Africa, it looks as though Moscow will have to choose and will opt for what seems the stronger side—especially as Iran borders the Soviet Union.

In any case, the Russians have become increasingly disillusioned with President Saddam Hussein's tough anti-communist regime in Iraq. The

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Dr. Bernard Liebeskind (right), a Red Cross representative, talking to hostages in the United States Embassy in Tehran.

Tehran leaders consider postponing election

Tehran, April 16.—Iran's Revolutionary Council is considering the postponement of the parliamentary election by one week, the Fars news agency said today.

The election, which is scheduled for May 1, is expected to be postponed because of the EEC foreign ministers' meeting in Luxembourg on Monday and Tuesday to discuss the Community's response to President Carter's call for support of American policy on Iran.

The foreign ministers are not expected to reach a final decision, but it is hoped that they will be able to clear the ground for one to be taken at the EEC summit meeting on April 27 and 28. At that meeting, the Iran situation is likely to push Mrs Margaret Thatcher's demand for a reduction in Britain's contribution to the Community's budget into second place.

The Americans have urged their allies to join them in implementing the United Nations Security Council resolution, vetoed in January by the Soviet Union. This declares inter alia that the sale to Iran of all goods other than food

and medicines should be embargoed until the American hostages in Tehran are released.

The Commission considers that action by the EEC could be taken most effectively under Article 113 of the Rome Treaty, which established trade relations with the outside world as a Community rather than a national competence. Such action would have the force of law in member states.

Use of this Article would require the Commission to put forward a proposal specifying the type of trade sanctions to be imposed. This would then have to be approved by a "qualified" majority (weighted according to size of population) of the Council of Ministers, representing national governments.

Mr Roy Jenkins, the president of the Commission, who is worried about the damage which failure to act could do to EEC relations with America, argues strongly that the Commission should take the initiative. He appears to have the support of most of his colleagues. However, a final decision will probably be delayed until next week.

An alternative legal possibility, in the Commission's view, would be action under Article 224. This article accepts that in certain circumstances, including "serious international tension constituting a threat of war", individual member states may be required to take measures with implications for the functioning of the Community.

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April 16
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government

Six big Indian banks are nationalized in surprise decision

From Richard Wigg
Delhi, April 16
Mrs Indira Gandhi, the
Indian Prime Minister, left
Delhi today for the Zimbabwe
independence celebrations,
leaving behind a financial com-
munity astounded by the
Government's decision to
nationalize six large
Indian banks. It was the first
economic decision with real
bite since she was returned to
power in the January general
election.

A total of 20 large banks are
now in the public sector, repre-
senting more than 90 per cent
of the country's banking.
Mr Pranab Kumar Mukherji,
the Minister of Commerce,
hastened to give an assurance
in Calcutta today that there is
no proposal to nationalize the
12 foreign-owned banks opera-
ting in India. Prominent among
them is Citibank.

He pointed out that India
was expanding its own banks
abroad, notably in the oil-rich
countries of the Middle East.
There was strong criticism of
the surprise decision taken at a
specially summoned Cabinet
meeting last night before Mr
Gandhi's departure. Nervous
unloading on the Bombay Stock
Exchange today reflected the
shock sent through the business
community which had been ex-
pecting more pragmatic
measures from Mrs Gandhi and
her team of economic ministers.
R. S. Singhania, the presi-
dent of the Federation of
Indian Chambers of Commerce
and Industry said the decision
was both "sad and bad" and
would disturb the investment
climate.

It was said Mr Singhania said
because many urgent economic
problems were crying out for
solution, among them the

nationalized banking sector's
standard of service to the coun-
try. He accused Mrs Gandhi's
Government of frittering away
its mandate on policies which
had already been proved un-
successful.

This was a reference to the
nationalization in 1969 of 14
large banks by Mrs Gandhi
which split the Congress Party.
President Sanjiva Reddy
signed the nationalization or-
dinance last night under the legi-
slative powers the constitution
gives him when Parliament is
not in session. Subsequent parli-
mentary approval is required,
but Mrs Gandhi's overwhelming
majority in the Lok Sabha
is certain to ensure the
nationalization.

Asked before she left what
was the purpose of more bank
nationalization, Mrs Gandhi
replied: "The same as before,
money for the essential pro-
grammes for the economically
weaker sections of the nation."
There is no doubt that the
Congress Party will use this
nationalization of the money
lender, as one of the princi-
pal vote-getting arguments, in
next month's assembly elections
in nine states.

Studies of the lending
patterns in rural India by the
nationalized banks since 1969
have shown a big expansion of
rural credit but it has gone
mainly to the bigger farmers.
Congress politicians know that
full well.

Several of the banks national-
ized last night, like the Andhra
and Punjab and Sind banks,
have been located in parts of
the country which have wit-
nessed considerable prosperity
during the 1970s. No figure of
compensation has yet been
officially mentioned.

President's mother speaks up for women

From Ian Murray
Paris, April 16

At the age of 81 Mrs Lillian
Carter, a trained nurse from
Plains, Georgia, read her first
speech in public this morning.
It had been carefully prepared
for her, she admitted after-
wards, because she did not
want to say anything which
might embarrass her son, who
moved in 1976 from Plains to
the White House, Washington.
Mrs Carter's speech at the
opening of the two-day high
level conference on the
employment of women at the
Organization of Economic Co-
operation and Development
headquarters here, was there-
fore short and very much to
the point. In her view it had
been "Everything I say is on
the tip of my tongue" and it
was with paid employment for
both practical and theoretical purposes. This
in turn has an importance for the status
of women which is difficult to over-
estimate.

In my book "I examine the historical
origins and the present state in the in-
dustrialized West of the great division of
work into "men's" and "women's", and
the processes by which women's work has
become almost invisible in terms of social
worth while men's work has come to be
seen as work per excellence.

This might be epitomized in the ob-
servation that while we still speak of the
process of childbirth under the old-
fashioned term "labour", no one would
ever think of referring to it as "women's
work", although it involves a great expenditure
of energy in what might be thought one
of the most fundamental and purposeful
of human activities.

Other essential tasks are also carried
out by women: feeding people; clothing
them; tending the weaker members of
societies, such as children, the sick and the
old; educating the young; and maintain-
ing the dwelling as a place of comfort
and ease. Even when women do these
things as employees they are not well
paid and their prospects of advancement
are poor.

Men on the other hand, have ensured
that what they do is always remunerated
and that it carries a certain prestige re-
gardless of its value to the community.
While much of "men's work" is useful,
a great deal of it, I argue, is more like
leisure in that it consists of doing things
which are both inessential and enjoyable.

Yasuojiro, a Japanese sex-linked arrange-
ments for work are three extremely signifi-
cant phenomena. First, paid employment
is organized exclusively around a male
lifestyle (implying female support ser-
vices), thus making it difficult for women
to enter the field or compete effectively.

She was not aware that there
was any criticism of what her
son was doing. "I am sure they
are all with Jimmy and they
don't argue with me," she said.

She declared herself in com-
petent to answer any questions
on Iran or politics. "All I
know is that I read in the
paper," she said. "And I'm
not here to talk about politics
anyway."

She was happy enough, how-
ever, to talk about her son.
She was happy, too, that he
was going to stand again for
President and confessed she
was excited by the news. "I
get the newspaper very early
in the morning in Plains to see
what happened yesterday," she
said.

She was happy, too, to talk
about the president, and she
did not agree that the President's
wife had too much influence
on him. "And I say that as
her mother-in-law," she added.

"Rose's the most important
thing in his life," she said
with no hint of jealousy in her
voice.

She was satisfied, too, that
her son was doing enough to
appoint women to senior posi-
tions within the American
Administration. "Jimmy does
better than he does
men anyway," she observed.

Eventually she would like a
woman to be elected as Presi-
dent.

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Guest Column

Virginia Novarra, lawyer, administrator and author of "Women's Work. Men's Work The Ambivalence of Equality" contributes this week's article.

When a woman is asked "Do you work?"
what the questioner wants to know is
whether she has a job. I point this out
not as a semantic quibble but because I
want to draw attention to a basic flaw
in our concept of "work", which is
equated with paid employment for both
practical and theoretical purposes. This
in turn has an importance for the status
of women which is difficult to over-
estimate.

In my book "I examine the historical
origins and the present state in the in-
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The Times Cook



Shona Crawford Poole

Everyone knows that pizza is
Italian. Or is it? In the hills
behind the Côte d'Azur the
natives claim it for France.
I first tasted pizza in
encountered this proposition 10
or more years ago in Sella, a
village perched above the
lavender fields at the foot of
the Alpes Maritimes. The setting
was all it should have been—a
deliciously rustic trattoria with
a ham covered tables, huge
carafes of wine, and an
enormous oven, hewn it
seemed from the mountain
itself.

Years later I returned to the
restaurant and the pizzas were
as good as that first taste. The
dough was crisp on the outside,
soft inside, not too thick, and
generously topped with the
grate tomato sauce, melting
anchovies and tiny black Nioise
olives. More recently I came
across a filled, crescent-shaped
pizza that is even more
delicious. Called the *grapevine*, it
is a specialty of a restaurant
called Le Clos Magnon in
Meribel, in the French Savoie.

There pizza dough is used to
enclose a *paté-like* filling of
ham, like reason and cheese
flavoured with thyme, parsley,
garlic and tomato. Tomato sauce
and a sprinkling of cheese on
the outside stop the dough
drying too much in the very
hot oven temperatures needed
to cook pizza.

No one should be put off
making pizza because it calls for
yeast raised dough. Once made
and allowed to rise, the
punctured dough will keep for
three or four days in the
refrigerator ready to be used
at a moment's notice. The
tomato sauce base for all pizza
toppings keeps even longer, and
of course it can be made in
large quantities and frozen in
appropriately sized portions.

Other topping ingredients—ham
cheese, anchovies, olives,
shrimps and almost anything
else that takes your fancy—are
all sold tinned, frozen or
in long-life packets. And once
baked, whole pizzas freeze well,
as do leftover portions.

Nearly half the world's rain
forests had been destroyed,
however, and between five and
10 million hectares of forest
were lost each year. Each year
about six million hectares of
arable land were lost to desert
encroachment and more than
1,000 animal and 25,000 plant
species were threatened with
extinction.

The governing council meets
until April 29.

Numbers now the key for women to make work impact



Secondly, many of society's benefits—
higher education, vocational training,
pensions, social security—have either been
withheld from women or accorded to them
on less favourable terms because the
work they do is not recognized as such.

Thirdly, the whole apparatus of theory
and research about work in politics,
economics, sociology and management
studies has been entirely male-orientated.
The male worker is the norm, the female
worker is either invisible or is the subject of rare
special studies.

This massive bias may be comprehen-
sible, if not justifiable, in historical terms
in that the early development of economics
and other relevant areas of theory took
place in the nineteenth century when the
subordination of women was at its most
pronounced. Its continuance into an era
when women form 40 per cent or more of
the (paid) labour force in industrialized
countries needs explanation.

The governmental commissions estab-
lished in many countries to promote equal
opportunity for women are thus operating
in a very difficult environment, and they

cannot preach unorthodoxy or radicalism.
It is for women and the women's movement
to open up the debate and to challenge
society's ideas of what work is, of its worth
and of the way it should be organized.

The movement has already brilliantly
exposed the false mythology of women's
role as expounded in psychology, litera-
ture and theology. We now need to turn
our attention to the myths of women and
work, while not ceasing to press for the
effective implementation of existing
national and international policies and
legislation on equal pay, equal opportunity
and positive discrimination.

These two strands come together in my
proposal that there should be proportional
representation of women at all levels of
decision-making and management. Before
long, women may constitute half of those
in employment, as well as half of the popu-
lation. They should be commensurately
represented in the power structures of
employment, instead of being massed in
the lower echelons where their abilities are
frequently wasted. They have as much
right as men to influence the way their
work is done, and to make a difference to
employing organizations is to be conducted
now and in the future. The principle
applies to trade union representation and
worker participation.

In my book I seek to show that, far
from being an impractical dream, such a
policy is feasible, though it will certainly
involve some re-thinking, particularly of
"men's" role, a very underdiscussed
subject.

We know that isolated women who be-
come, say, engineering apprentices or
senior managers find it hard to make a
full and creative contribution: they are
obliged to conform to the organizational
culture, which is male, and lack confi-
dence. For women to feel comfortable and
to make an effective impact as women they
need to be present in substantial numbers.

This principle is recognized in the cur-
rent, carefully planned, West German pilot
schemes for training girls in "men's
work" such as precision pot making; the
minimum training group in any firm is 20
girls.

Unless we think in these terms and end
our rhapsodizing over the first woman, be
it heavy goods vehicle driver or chief
executive, we shall wait another century
for effective equality of opportunity. I
hope this will be recognized at the United
Nations world conference in Copenhagen
in July, which is to review progress at the
mid-point of International Women's Decade
and at which one of the major themes is
employment.

*Published by Marion Boyars (£5.95, paper-
back £2.95).

Of loaves, fishes and pizza pie —and an astonishing French claim

add a very definite extra "some-
thing" to the meal by passing
round a bottle of wickedly hot,
chick-flavoured olive oil.

Wickedly hot oil
Makes 600 ml (1 pint)
600 ml (1 pint) olive oil
30g (1 oz) small dried red
chillies

Pour the oil into a well rinsed
and dried wine bottle. Add the
chillies and cork the bottle.
Shake it once a day for a week,
after which the oil should be
hot enough to sprinkle sparingly
on cooked pizza.

Keep the bottle corked and in a
cool, dark place, adding more
oil whenever the level drops
below 300 ml (1 pint). The
longer it is kept, the hotter it
becomes, so treat a well matured
bottle with caution.

Hot oil can also be used to
sprinkle pizzas before they are
baked.

Basic pizza dough can be made
with fresh yeast, dried granular
yeast, or, simpler still, with
Homepride's new "easy blend"
dried yeast which does not need
to be activated with warm water
before it is incorporated into the
dough.

Basic pizza dough
Makes two large pizzas
15g (1 oz) fresh yeast, or 1
teaspoon granular dried yeast,
or 1 teaspoon easy blend
dried yeast
450g (1 lb) strong plain white
flour
1 teaspoon salt
1 large egg
6 tablespoons olive oil
250 ml (8 fl oz) milk
1 teaspoon sugar (if using fresh
or granular dried yeast)

Using fresh yeast or granular
dried yeast: Heat the milk to
lukewarm (about 43°C/110°F)
and combine about a third of it
with the sugar and yeast in a
small bowl. Leave it to stand
until it can be stirred easily into
a cream.

Sift the flour and salt into
a large bowl. Combine the
remaining warm milk with the
egg and oil and mix lightly
together. Make a well in the
centre of the flour and pour
in the yeast and egg mixtures
all at once. Use a fork to mix
the ingredients to a dough.
Using easy blend dried yeast:
Sift together into a large bowl
the flour, yeast and salt. Com-
bine the egg with the oil and
milk and mix lightly together.
Add the egg mixture to the
flour all at once and mix well
to form a dough.

Turn the dough, which will
be very sticky at this stage,
on to a well floured surface and
knead it for about five
minutes until the dough is
springy and elastic. Now form
it into a ball and put it in a
large oiled bowl. Cover with a
plastic bag or film and leave
it in a warm place for three
to four hours. Too high a tem-
perature will kill the yeast so
do not be tempted to hurry the
rising process. The dough will
rise perfectly well in its own
time in a cool temperature

which means that it can be left
overnight, to rise.

Punch the risen dough down
to knock the air out of it and
knead it briefly on a floured
surface before rolling it out
with a floured pin. Pizza dough
should generally be rolled fairly
thinly—6mm (1/4 inch) is gener-
ally quite thick enough.

To store risen dough in the
refrigerator, punch it down and
reform it into a ball. Return
it to the bowl, cover and
refrigerate for up to four days.
The warmth of the dough may
cause it to rise a little before
it cools down, and when needed
it can be used straight from the
refrigerator.

Basic tomato sauce
Makes enough for two large
pizzas
6 tablespoons olive oil
900g (2 lb) onions, sliced in thin
rings
2 cloves garlic, finely chopped
900g (2 lb) tinned plum
tomatoes with their juice
1 teaspoon dried marjoram or
oregano
Salt and freshly-ground black
pepper to taste

Heat the oil in large pan and
add the onion rings. Cook them
slowly, uncovered, on a gentle
heat for about 20 minutes or
until they are soft but not
coloured. Add the garlic and
cook for a few minutes more
before adding the tomatoes and
their juice, the marjoram or
oregano, salt and pepper. Cook
slowly, uncovered, on a low
heat for about 40 minutes, or
until the sauce is becoming
thick and most of the juice has
evaporated. Stir the sauce from
time to time to prevent it stick-
ing, and break up the tomatoes
against the side of the pan
with a wooden spoon. Cool and
use as directed.

The following recipe makes
two large rectangular pizzas
about 23 by 30cm (9 by 12
inches), the size of a standard
baking sheet. Each will cut into
six small portions, or three or
four large ones.

Anchovy and olive pizza
Serves six or more

1 recipe basic pizza dough
1 recipe basic tomato sauce
2 x 55g (2oz) tins flat anchovy
fillets
110g (4oz) small black olives
225g (8oz) grated cheese—
mozzarella, cheddar, gruyere,
parmesan, or a mixture

2 tablespoons olive oil or
wickedly hot oil

Divide the dough into two equal
pieces. Roll the first out thinly
on a floured surface. Lay it on
a floured 23 by 30cm (9 by 12
inch) baking sheet and trim the
shape to fit the sheet. Spoon
half the tomato mixture over
the dough and spread it close
to the edges.

Drain the anchovy fillets and
cut them in halves lengthways.
Arrange half of them on top of
the tomato in lines or a trellis
pattern. Scatter half the olives
over the anchovies, then
sprinkle the whole surface of

the pizza with half the grated
cheese. Drizzle a tablespoon of
the oil over the now oven-ready
pizza.

Use the remaining ingredi-
ents to make the second pizza.
Bake the pizzas in a pre-
heated very hot oven (250°C/
500°F, gas mark 9) for 20 to 25
minutes. To make sure they
cook evenly, move the lower
pizza to the upper shelf, and
vice versa, half way through
cooking time.

Variations: Top with fresh or
frozen shrimps instead of
anchovies (there is no need to
thaw frozen shrimps). Omit
the anchovies and top with
sliced cooked ham and sliced
mushrooms sweated in butter
or oil. Add one or more sliced
green or red peppers to the
tomato sauce half way through
its cooking time and top with
capers.

Filled crescent pizza
Serves six
110g (4oz) cooked chicken
110g (4oz) cooked ham
110g (4oz) grated gruyere or
cheddar cheese
1 clove garlic very finely
chopped
2 tablespoons chopped parsley
1 teaspoon dried thyme or 1
sprig of fresh
4 tinned tomatoes
Salt and freshly ground black
pepper
1 recipe basic pizza dough
1 recipe basic tomato sauce

4 tablespoons grated parmesan
or cheddar cheese
2 tablespoons olive oil or
wickedly hot oil

Chop the chicken and ham
very, very finely and combine
them in a bowl with the grated
gruyere or cheddar, garlic,
parsley, thyme and tomatoes.
Stir vigorously to blend the in-
gredients into a reasonably
coherent stuffing and season it
to taste with salt and pepper. A
food processor speeds this task,
but beware of overprocessing
the mixture, which should have
a rough texture.

Divide the dough into two
equal pieces and roll the first
out thinly on a floured surface.
The shape to aim for is a large
oval about 30 cm (12 inches)
long and 23 cm (9 inches) wide.
Take half the stuffing mix-
ture and lay it in a sausage
shape along the length of the
oval about 2.5 cm (1 inch) in
from one long edge. Roll the
dough very loosely round the
stuffing, sealing the ends of
roll by damping the dough and
pressing the edges together.
Carefully lift this creation on to
a well floured baking sheet,
curling the ends a little as you
lay it down to form a crescent
shape.

Top the pizza with half the
tomato sauce (a quarter of the
whole recipe) and sprinkle it
with half the cheese and half
the oil.

Use the remaining ingredients
to make the second pizza.
Bake the filled pizzas in a
preheated very hot oven
(250°C/500°F, gas mark 9) for
35 to 40 minutes.

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Holidays

Fellow Geordie may make Foster step up to the marathon

the myth that Foster was unbeatable. This year, he hopes to build a myth about himself.

McLeod is a lean, spare-built man with a few wiry, springy curls. He is not a particularly imposing figure as long as he is in a challenging position at the right time. Experience is putting him in a position more often, and he took advantage of an unexpected opportunity in September 1979 to win the Dubai Golden 10,000 metres in Brussels.

That was the night Steve Ovett failed by a tenth of a second to match the record of the world 1,500 metres champion and McLeod's performance was overshadowed. But the fact was that as the race unfolded in his favour, he was unable to understand why those who were supposed to beat a good class international field. Foster was second, 12 seconds behind. It was a determined run by McLeod, in a fast time, and it was Foster who was the friend and enemy over both classic distances.

Like many other top British athletes McLeod spent the first three weeks of his training in New Zealand. He has collected a number of successes. He is good and getting better, and if Foster does not make his mark for the first time, it will be by compromising his character from down the road certainly could.

Distinguished additions to marathon field

Jan Stewart, who won a bronze medal in the 10,000m at the Olympic Games in 1972, and Tony Simmons, who won a silver medal at the 1976 games, have been added to the entry for the AAA marathon championship, sponsored by the Automobile Association, at Milton Keynes on May 3.

"The scrutiny committee have examined both their entries and accepted the reasons for their late arrival," said Mr. Michael Jones, administrator of the AAA said yesterday. "Stewart's entry was clearly delayed in the post; Simmons had thought that as a member of the Welsh AAA marathon pool he was automatically entered."

He has been training on the coast and immediately on his return he consulted us when he discovered that his name was not among the 352 competitors."

Simmons, of Luton United Harriers, has been in the club for two years ago but did not defend last year. Stewart, now making a successful comeback, was within a second recently of Brendon Foster's 2:12.45 record in the British national road relay course at Sutton Coldfield.

Ian Stewart, who won a bronze medal in the 10,000m at the Olympic Games in Mexico City last month, fourth in the event at the 1976 games, have been added to the entry for the AAA marathon race which will be held by the Provincial Insurance Company, at Milton Keynes on May 3.

The British Athletics Federation have examined both their entries and accepted the reasons for their late arrival. John Marcell, national administrator, said: "The entry yesterday." "Stewart's entry was clearly delayed in the post; Simon Harrison, who had been a member of the Welsh AAAA marathon pool he was automatically entered."

He has been training on the course since it was opened and returned he consulted us when he discovered that his name was not among those listed.

Stewart, of Lorton United Harriers, won the AAAA marathon title two years ago but did not defend it because of injury.

A successful comeback, was winning a second recently of Brendon Forsyth's short-stage relay on the national trials relay course at Sutton Coldfield.

Huddersfield (2) 2 Scunthorpe (0) 1
 Rotherham (2) 1 Barnsley (0) 1
 Rochdale (0) 0 Torquay U (0) 0

Scottish first division
 Hamilton A (3) 4 Dunfermline (0) 1
 Falkirk (0) 0
 Raith Rovers (0) 0
 Denny (0) 0
 Nairn (0) 0

Scottish second division
 Queen's P (1) 3 Haddington (0) 0
 Aberdeen (3) 1
 Robertson (0) 0

Today's fixtures

17.30 unless stated
 LEAGUE: Southern Division:
 Addiscombe v Bognor Regis
 Andover v Haslemere
 Farnham v Bognor
 Havant v Havant
 RYBLY LEAGUE: Premier Division:
 Barking v Sutton United
 Dulwich v Dulwich
 Epsom v Epsom

RUGBY LEAGUE: First Division:
 Blackpool v Warrington (18.15)
 2nd Division: Barrow v Seaburn

Scots could soon lose the chance to relive past glories and avenge disasters

Misbehaviour may bring Culloden

there were ugly scenes that week-end.

No revision could have been too strong at the horrible activities last year, when at times it seemed that half of London was being disgusted and terrorized. It was amusing at one point to watch two characters armed with an acetylene torch trying to cut their way into Wembley, but not so amusing later to be locked inside a shop because the landlord

The future of the dock is now in jeopardy, the Metropolitan police, British Rail, London Transport, FA and Wembley authorities have already held several meetings, one involving the Home Secretary. The Scottish FA have been involved too and some members are known to favour abandoning the fixture if there is no improvement in behaviour next year.

Various proposals have been



Flashback to 1977 : Scottish s

puts an absolutely certain end to the
will find ways round any problem: there are, for example, but a million Scots living in England—waiting no doubt to buy up the
Wembley tickets.

New appointment: A former chief superintendent in the Metropolitan Police, Andrew Dunlop has been appointed the first general manager of the Scottish premier division club, St Mirren.

Mr Damioti, aged 35, a former Scots Guardsman, was chosen from 60 applicants, until his re-appointment he was stadium manager at Chelsea.

In his police work he had considerable experience with football crowds at Tottenham between 1967 and 1970 and at Wembley from 1972 to 1975. His appointment is one of five stages in Mirren's plan to modernise the stadium in Paisley, involve the local community in the club, and, hopefully, to win honours.

...a one of the Wembley goals

Gilbert threatens to fulfil his promise

Britain in the quarter-fin of next month's world team championship for the Federat have a somewhat unusual that Sylvia Hanika will, reported by Mrs Kühn, Brazil, and Bertina Sur was born in Switzerland, brought up in Peru.

The women's event a steady produced an extraordinary yesterday when

Kramer, aged 17, who is the British racing champion, took 15, by 6-4, 6-0, in 27 1/2 minutes. Both swimmers backed, they hammer from the baselines so that they could see the reason why any rally is a game should ever fit third game alone can points and my tennis. Kramer, who, Anne Hobbs, will prove a good deal tougher and to be measured in as than his.

Michelle Tyler, a form international who has distinction of emerging movement at the age of 16, has a few more leaves - the last nine

her before Miss Tyler de-
the international, being
felt some very short of
of a friend, Mr. A.
Miss Tyler must have
dering on the fact that
had charged, she could
to the service.
Men's singles
trained woman, a re-
trained woman, a re-
Lewis beat G. Agre (Latin
right

Women's singles
turned woman, A. Hoo-
G. Agre (Latin) (A. Hoo-
right

American n
st German
weighing 265 lb., was a
not occur in tennis.
tends prototypes, she
come from a tennis fam-
not take up the game
was after the war. B.
of it, though, she had
about attention as an ex-
junior player in Penn-
she played about 1920
to join the Peruvian
championship.

The next year she moved to Florida, where she was unsettled political as Peru, her mother, Miss Bunge's father, Slegs sales broker in Cuba and the east coast of the United States; girl, hard-core champion runner-up, in the d championship in 1930 and second in 1931. The girl's 16-year-old sister, last year, Miss Bunge a professional, she is final of one tournament women's circuit and third round of the 7th and to the quarter-final costume contest. During the past winter, quarter-finalist in two out of the United States and A final, graceful as a gliding streaker, described by both Marc Jove and Ewonne Cav most naturally then player in the world. She has been the schedule. Miss Bunge closed high school class in Coral Gables. She \$20,000 so far. "I have a tutor, I am completing all of my to get my credits," said. "Next year I'll back to school."

Swiss-born American n plays for West German

weighing 300 lbs., was a star taster in tennis. Unusually protuberant, she could not take up the game as was nine years old. At 12, though, she had become a member of the junior player in Puerto Rico's best club. She went to win the Peruvian championship.

The next year she moved to Florida because unsettled political conditions there kept her father, Bunge's father, Siegfried Siegfried, broke in Cuba. The next year, at 16, she won the United States girls' hard-court championship runner-up in the quarter-championship in the first round. She was then the girl's 16-year-old champion.

Last year, Miss Bunge was a professional finalist of one tournament women's circuit and a third round of the Wimbledon and the quarter-finals of the quarter-final grass court. During the past winter, quarter-finalist in two tournaments on the United States and in Australia.

A Frenchman, a classical strokes, she described by both Marjorie and Suzanne as "a very naturally talent player in the world."

Because of her he scheme Miss Bunge did not attend school in Coral Gables. She \$20,000 so far. "I'm living with a tutor, but I don't go all day to get my credits," she said. "Next year I'll go back to school."



Flashback to 1977 : Scottish supporters mount an assault on one of the Wembley goals

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22 Pts	£7.40		8 HOMES	£28.65	£95.50		
21 Pts	£1.85		4 ALWAYS	£55.95	£186.50		
			EASY 6	£11.40	£38.00		

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Botham wins £400 tour award from sponsors

Mr. Redner, the England captain's 13,390 points for their win in the Jubilee Test, said: "This will probably be our most important and exciting summer yet. We have reached the middle year in our series with the West Indies and with the Centenary Test against Australia following the five-Test series with the West Indies it promises to be a historic season. The 100,000 points for 1,400 Cornball are putting into this summer's Test programme, the company are giving £50,000 to the players, £10,000 to the selectors and with £5,000 prize money at stake. Victory by England over West Indies or Australia will pay the test £17,500 to each of the players and £2,500 to the selectors which rises to £20 for £1,400.

John Woodward writes: Of the 100 or so former Test players now in the country, the most likely to be guests at the Centenary Test in August, the oldest will be H. L. "Stork" Hendry, who toured Australia with the England team in 1921. Hendry, now 84, is still a regular visitor to Sydney Cricket Ground.

Although 57, Ronald Bradman is missing from the list of acceptors, it is still hoped that he will be at Lord's when the centenary Bradman Test is played. He believes these days in the "low profile". From those who will be coming, and who played for Australia before the last war, four names stand out: Don Bradman, the fielder: W. H. Ponsford, J. E. Fingleton, W. A. Brown, A. L. Hassett, A. G. Chipperfield, L. S.

[illegible]

Madlot turns on speed and takes yellow jersey

From Richard Streton Groningen, April 16

Strained back muscles suffered by Lene Köppen, Denmark's swift European and All England champion, have left the -woman singles open at the European mutation championships here. The world's reeve, who, continuing some reaction to playing for the first time for fortnight last night, when she helped Denmark beat England, has been forced to withdraw.

Miss Köppen has a bye in the individual programme tomorrow, and she has Friday lunchtime before she is forced to defend her title at Preston two years ago. If she is forced to withdraw, one of below her best, the Danish sensation, could come from the Bridge or Jane Webster, England, or Joke van Beusekom of the Netherlands.

She was examined by a doctor during the day who advised her to scratch from the doubles in which she and her partner, Christen, were playing.

Miss Köppen, who has more important world championships in Jakarta coming up in a few days, was immediately from the singles she felt any pain during matches. It is a sad blow for her, however, as Copenhagen, Denmark, is one of the most popular players here.

Miss Bridge is the number one seed and though losing, she showed in good form against

Miss Köppen's injury may give Briton her chance

Köppen in the team final. Miss Köppen withdrew from the mixed doubles event because of a cold. This led to a late protest from John Havers, the English manager, that was rejected. As Denmark had already participated in the doubles there were many who felt the protest was unnecessary.

Miss Webster is seeded in Miss Köppen's heat of the draw; she is seeded in the quarterfinals. The scheduled meeting in the semifinals will meet Miss Henderson in the semifinals. Miss Webster is seeded about half a stone in weight, and has not looked fit for the year. With the support of the crowd she could play above herself.

Miss Bringe also has to get past Kirsten Larsen, the Danish school girl who recently did so well in Wimbledon, who could provide one of the new faces the sport needs.

A good showing by Miss Larsen will earn her an invitation to take part in the Magerø tournament sponsored by Friends Provident at the Albert Hall from September 17-20.

Nobody is looking beyond Morten Frost Hansen to win the men's singles here, but his fellow Dane, Flemming, has a chance. Joe Frimley, the Englishman, never since Delfs, play better doubles than in the team final.

Nora Perry and the women's doubles team of the women's doubles for England, and Fredrick and Mrs. Perry similarly, the mixed

Flicker capt British team West Indies

By Our Kilmie Shannagh Correspondent

A Great Britain rifle team by the 1975 OX winner, Andrew Tuckman, Surrey, leaves Kilmie today, the easy in shooting season.

The team, which will be in the Trinidad Shoot next week, goes to meet the other twelve team. The other twelve are: Fredrich (London), Ken Card (New York), John B. Smith (Scotland), E. J. Jones (Berkshire), David (Sussex), and Dennis (Sussex).

Cheshire and Ireland, Colin O'Brien is visiting Kilmie Association team Channel Islands during the holiday season. Remaley (Strapshire), the Great Britain the Canadian national O'Brien in August.

There are major in meets are to be staged during June. British marksmen will be the most numerous from Germany, Hungary, Italy and the Royal Kilmieberg rifle championship, which has been held in Canada, Netherlands, South Africa, Kenya, Zealand, United States, and Norway.

Columbus to set the standard in dress:

Columbus, who is an impressive performer in the dressage arena as elsewhere, is the first to start his career. He will be followed by the less set standard. He will be followed immediately by, Midland Ray, then by Jane Sharkey's Topper. Too early by Michaela, the Midland Spaniard champion, John of Gaunt. He comes the Danish European champion, Rocco. He is followed by the rising star, Cameroun.

Richard Madson, who has three Olympic gold medals to his credit and last won Badminton on his own, is the favorite. He is followed by the former Irish star, horse, Kharabel, and then comes Rachel Rayleigh on the holder of the European title, the Englishman, the Frenchman, the Spaniard. All these are very useful performers in dressage arenas, but it is usually the dressage specialists who are the stars in the year, due to the Olympic, a more powerful assembly of second-

silver medal team horse, are followed by Jane H. Rodman and Harrison. The latter knows my well dated by the standard score, and has been a very early start is not said on Friday, for few appear much before it. The following are the Swedish: Burleigh, Andrew Hoy and Dan Amundsen. The last of the Swedish and Judy Brady Castwell lead on second-nine-around-brigs' although her hopefulness is a little more.

Lucinda. Price-Palms Killair is drawn 10 from the bottom of the list. Wm. J. Hansen, European champion, is drawn 11. Amundsen, Alexander, is drawn 12. Lucinda is drawn 13. Goldenrod-Rodman, British, is drawn 14. Paddy Bussell, Canadian, is drawn 15. Lucinda brings up the rear.

Bacchus called up for tour

Wayne Daniel, the Barbados pace bowler, who failed to win a place in the tour party will have almost immediately to report to his English county Middlesex. His captain Peter Short, secretary of the Barbados Cricket Association, said he telephoned his county requesting permission for Daniel to stay on for a vital Shell Shield match between Barbados and the Windward and Leeward Islands from May 25 to 28.

tailor	London	Greenidge	Dominica
tailor	London	Parry	Trinidad
charv.	Lawrence	Rose	Vital
Richard	Cells King	Archer	Antigua
Henry	Ming	Archer	Antigua
Holding	King	Roberts	Trinidad
Wright	King	Roberts	Trinidad
Wright	King	Roberts	Trinidad

The days when riders of class of the Australian class Bill Gordon and Z. Hayland rode three horse apiece around this glistening country course have gone for ever. Now the only rider allowed, Captain Mark Philp who is hoping for his fourth year, has withdrawn his new horse, a grey, and is riding a brown, Roug and Tough, and is relying on the Queen's home bred 15-year-old Columbus on whom he won the 1964-65 season. The other riders, Lincoln, Lucinda, Prior-Palmer and the ride on Village Co-

Two years ago, when the horse was well dated by the standard, surely have been set.

An early start is not made in riding, as few appear much before it when Charles Strachan as Sovereign, Burghley, and the other horses from Australia. She Best Mongrel and Judy Brady Castwell lead on second round, and the winners go hopefully in their positions.

Lucinda - Prior-Palms
Karl's star winner 10 from
collected by Richard W.
Esko Nini, Hagenstein
Nepoleon, champion,
Lucinda - Madison, Lucinda
Jane Hildner-Rodman,
British Equestrian, Fed
Pony Bubble, Captain, and
Lucinda brings to the sea

The James Kelly inquest has ended but so many questions about police and community relations remain unanswered

K division: the Merseyside penalty area

Merseyside police's bridge-building exercise with its public last summer took its toll in Liverpool schools, a routine matter given the force's proclaimed commitment to preventive policing. Rather less routine was the response of one primary school pupil who, perhaps taking too literally the Home Office's request for questions, asked: "Who killed Jimmy Kelly?"

The incident encapsulates one of the fundamental issues raised by the Kelly case, the extent to which the police succeed in putting into practice contemporary techniques of "community" policing. Despite the great hopes held out in some quarters for such techniques, the death of Mr Kelly indicates that in Merseyside, and probably many other forces, the questions it poses will be answered only with difficulty.

The inquest on Mr Kelly, which ended yesterday, was not intended to deal with this issue nor with the other repercussions of his death. These are many and include renewed attention on deaths in police custody, a subject under investigation by the recently formed Commons home affairs committee, as well as the propriety of police investigating complaints against their colleagues and the apparently low rate of resulting prosecutions.

Police accountability has also come under new scrutiny, partly as a result of strains on Merseyside police authority in the light of what some of its members felt to be the forthcoming and somewhat high-handed attitude of Mr Kenneth Oxford, the chief constable, over the Kelly case.

The committee took the unusual step of setting up a working party to review police authority powers and although the majority conclusion was that these were satisfactory, a dissenting minority still believes that police committees are more than rubber-stamps for the chief constable; that he is immune from control by the local authority.

Police authorities' powers have been under consideration by Merseyside county council for review by the Association of Metropolitan Authorities.

The private member's Bill introduced last month by Mr Jack Straw, Labour MP for Blackburn, seeks to answer many of these criticisms. It

proposes a permanent and separate police complaints investigative agency so that skills used during inquiries such as Operation Countryman are not dispersed when the inquiry ends. It also envisages greatly expanded powers for police authorities, including the determination of general policing policies for their area, the increased scope over the appointment of senior officers and the right to call for an external investigation of a complaint against a senior officer and to be told of its results. Magistrates would be removed from membership and county councils given more control over authorities' financing.

Chief constables are opposed to such changes on the grounds that they would extend political control. The counter-argument is that chief constables, individually and through the Association of Chief Police Officers, have themselves in recent years adopted a much more aggressively public political profile.

The Government meanwhile sees no reason for change. Mr William Whitlaw, the Home Secretary, takes the view that critics are in a minority and that apart from isolated cases, support for the police is strong and relationships between police authorities and chief constables healthy.

The fact remains that, as one senior officer expressed it, Merseyside police were on trial at the Kelly inquest. Given the background to the case, that is hardly surprising.

The days preceding Mr Kelly's death last June were marked by an attack on two police officers outside a public house for which five men have since been jailed and a police raid on another public house in which 18 people were arrested. All three incidents took place in the same area of Huyton and have inevitably given rise to suggestions of vendetta.

Allegations such as these were the subject of an inquiry by the West Midlands police force, whose report on the Kelly case finally resulted in a decision against prosecution by the Director of Public Prosecutions.



James Kelly, who lived in Merseyside's K (Knowsley) division. The inquest verdict yesterday was death by misadventure.

In a later case a family who alleged that officers beat and kicked them during a neighbours' dispute have had charges against them of assault on the police and wilful obstruction dropped.

Only a small minority of complaints against the police in Merseyside result in court or disciplinary proceedings, leading to the police response that many are malicious. Nevertheless the overall level,

among the highest in the country, rose two-and-a-half times between 1974 and 1978 and is now running at an average of more than 30 a week. Outside London, the force registers the highest figure, with west Yorkshire, for deaths in police custody between 1970 and 1979.

The conclusion that many Merseyside residents draw from their experience of policing is borne out by the rate of acquittals in Liverpool Crown Court. The latest criminal statistics show that the proportion of defendants "not tried or acquitted" in Liverpool is, at 31 per cent, probably the highest in the country, almost twice the national average and easily outstripping the other main metropolitan crown courts; it compares, for example, with 12 per cent in Newcastle, 14 per cent in Birmingham, 17 per cent in Manchester and 20 per cent at the Old Bailey.

The figure lends weight to a feeling in the city's legal circles that juries are increasingly reluctant to accept uncorroborated police evidence and provides one of the most accurate gauges of relations between police and public.

In few areas can such mistrust be traced to the contrast between the policing an area wants and what it receives, be seen more openly than in Merseyside's K, or Knowsley, division, where Mr Kelly lived and to which the four officers who arrested him belonged. It is a truism that Liverpool is a tough city. Despite recent improvements, it still registers the third highest rate of indictable offences in England and Wales and although it performs better in terms of offences of violence there is evidence of a high level of assaults on the police. It also boasts what is probably the heaviest concentration of police outside London.

K division covers Kirkby and Huyton, former hotbeds of the alleged "no-go" area. K division covers Kirkby and Huyton, former hotbeds of the alleged "no-go" area.

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indeed Kirkby, the model for Newtown in television's *Z-Cars*, has been sold off, now, according to one source, not one senior K division officer lives within Knowsley.

Mr John King, deputy leader of Knowsley borough council, and Kirkby's representative on Merseyside county council, cannot name the sub-divisional commander at Kirkby, the man designated by the force as the local community liaison officer. "They get changed so fast," he comments.

Mr King says he has brought up the question of police liaison with the chief constable. He adds: "I don't say Kirkby people should police Kirkby, but if people were brought in who knew our language and the way we work and understood the social and economic problems of K division we would be halfway to trying to get things right."

The conclusion drawn by Mr King is disquieting: similar to the Cheshire Orange picture of policing quoted by Mr Michael Brogan, a sociology lecturer at Liverpool Polytechnic, in a book on police accountability to be published later this year.

Inner-city areas and housing estates, he says, are increasingly patrolled by outside bodies of young police officers whose only social loyalty is to their own peer group: the "camaraderie" of the police.

Merseyside police cannot be said to have been retrograde in attempting to implement current ideas on preventive policing. The old Liverpool force's juvenile liaison scheme was the forerunner of many others and more recently, in 1974, Merseyside initiated the Kirkby community project, an attempt to set up representative local committees to examine the town's social problems and, with police help, look for alternative solutions to them, in view of police manpower shortages.

Such alien policing is not a new phenomenon in the area. The Lancashire force, to which it formerly belonged, once mounted a large-scale recruiting drive which produced only one indigenous candidate. Anti-police attitudes and extraction of police families finally led to an agreed upper limit of two

years' service in the area. Most of the police housing has been sold off, now, according to one source, not one senior K division officer lives within Knowsley.

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schemes and a community centre and boxing club in the inner city.

Other experiments under way provide for volunteer adult companions for young offenders and for concentrated attention on schools with high pupil crime rates. At the instigation of Mr Oxford, said by one officer to be "really committed" to community policing, it also launched a campaign last year known as "Beatwise into the Night" which aimed at establishing joint district committees and sponsoring community initiatives along the lines of the Kirkby project.

Mr King's proposed solution to the policing problems of Knowsley is, he admits, old-fashioned. It consists of higher manning levels, more foot patrols, older and more experienced constables and better liaison. An attempt is now being made to recruit older, more experienced constables from outside the Merseyside police force, committed under the aegis of Knowsley Council.

The response of Merseyside police is that they aim to stabilize rather than be seen to be controlling community initiatives. The public relations department also points to the involvement of many non-specialist policemen in its community schemes.

'Beat ideology'

Mr John Smith, an inspector in the department, reiterates an important part of community policing ideology when he says the department's work would be ineffective without the support of the community. "The relationship between the officer on the beat and the public is of paramount importance. Our role is to strengthen it."

Yet it is precisely that "beat ideology" which has been the subject of much criticism. Although changes to remove such attitudes are possible, those who are most seriously questioned in a recent piece of research written as an MSc thesis. Paragon signified the research was based on Merseyside, and the author, Mr Morris Jones,

now working with the police, was formerly a K division. Mr Jones's thesis, a detailed analysis of beat policies within the force, concludes that the beat is a "microcosm of the service work against ideology. The beat is clearly by young, experienced constables, whose object rapidly becomes escape from it into social and who are in practice a good means of achieving it treated as "synonym for a staff resource cover shortages in a beat, so that undermanned."

The consequence of young policemen leaving the job by trial, according to Mr Jones, is that the "beat" is increasingly officer-controlled and officers continually told to return to police relations.

He adds: "The constable sees that it is not his job to be a police officer but to be a police officer who is not a police officer."

Police tactics in the area are also sketched in a detailed account by a constable of 11 years' experience, who says: "I don't think you can ever beat the system. You can only try to deal with it."

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Bernard Levin

The highest form of torture by comfort

"I drank little... there is a terrible fallacy in the belief that you can anaesthetise the horrors of flying by drinking yourself into a stupor"

And now for the last word on my recent travels, during which I several times began to fear, and indeed hope, that I would shortly be writing my last word on any subject. (I did choose my last words once; it was many years ago, when I was about to have an operation—only for appendicitis, as a matter of fact, but you would hardly expect me to pass up the opportunity for a little extra drama. As the man with the knife loomed up, I murmured: "Que mesieurs les assassins commencent.")

The truth of the matter is that modern air travel is absolutely intolerable, and it has got to be stopped. Indeed, my experiences on this trip were so frightful that I almost reconciled to the existence of Ghandi and his disciples, keep a firm grip on my lips, with clips to prevent myself winking. It hadn't been so complete a failure. And yet this is not a tale of "last moments" or, in complete staff-and-officials, of moving accidents by flood and

field, of hair-breadth "scapes" of the imminent deadly breach, of a vast and deserts idle, rough quarries, rocks and hills whose heads touch heaven. It is, however, a story of being taken by the insolent foe and sold to slavery. For the frightfulness of my experiences lay not in what went wrong, but in what went right. Nothing went wrong; I cannot remember any previous long series of complicated complications that went so smoothly. All the flights left and arrived on time; my luggage followed close on my heels, like an exceptionally faithful dog; the food was no more disgusting than it usually is; I was not obliged to attend to the films, and didn't; I was sitting in very considerable comfort; there were even two bunnies, in the delightful discovery that Qantas staff, their aeroplanes, with human beings (do you know what American cabin-crews now say when they are demonstrating the emergency drill? It's "so that you should know what to do in unusual situations"), and a final act of

generosity by British Airways that I dare not describe, lest Parliament rush through a bill forbidding them ever again to do such a kindness for their customers.

Then what am I complaining about? I am complaining about being shut up in a box seven miles high and subjected to torture by vibration for nine, ten or eleven hours at a stretch, that's what I'm complaining about.

I have just worked out the total distance I flew in these three weeks. It was a little over 28,000 miles. The bulk of that distance, however, was covered in four days, being the first, third, fourth and twenty-second of the journey. The first of these sectors covered 5,790 miles (London—Los Angeles—San Francisco); the second was of 7,480 miles (San Francisco—Honolulu—Sydney); the third of 6,930 miles (Sydney—Hong Kong—Delhi); the last of 4,480 miles (Bombay—London). The transatlantic flight to Los Angeles was of eleven hours duration; the one from San Francisco to Sydney (with only a brief stop

in Honolulu) more than fifteen; the Sydney—Delhi leg (with two hours in Hong Kong, where the girl at the security-check really did ask me, just as if she had never been in the country, whether I was carrying any cigarettes) was roughly thirteen; the final homeward stretch about ten. And I tell you that such things are not to be endured by mortal man.

I have no doubt that there is a physiological explanation for the apparently inexplicable fact that sitting down in a comfortable armchair, being waited upon hand, foot and finger, can be the most exhausting, depressing, debilitating experience earth—or, to be precise, sky—can offer. But I am not interested in understanding the phenomenon: I want it abolished. If I ever go to Australia again—or America, or India, or indeed anywhere further than Le Touquet—I am damned well going in a nice comfortable car, where it takes six months to get to my destination, so much the better.

But of course I lie. Air travel has become like the telephone, or for that matter nuclear bombs; we would all be considerably better off if these things had never been invented, but now that they have been invented the world has adjusted itself to their existence so completely that we could not manage our lives without them. Yet is it worth it? What is the point of getting from A to B if you arrive there feeling as though you had spent the hours of the journey in the hell of the Lubinka being beaten with truncheons? (And I let me tell you, an considerably better off than most, for I suffer hardly at all from jet-lag in the ordinary sense of the word; the fatigue of time-zone has practically no effect on me, and I adjust without difficulty to the fact that by my internal clock it is the middle of the night when by the external ones around me it is noon).

The world, it has been shrewdly observed, is too much with us. Air travel is the reduction of horror to a fact. No doubt you can explain

first couple of days written off as dead time while our bones ache, but that isn't the point, because on a long visit that would not matter anyway. But I begin to believe that something irreparable, and not at all subject to the restorative effects of a rest, or indeed of the attractions of new sights and sounds and experiences happens in the long-air traveller. I am becoming convinced that we shorten our lives every time we fly several thousand miles in one go, or even several goes.

I took every possible precaution; throughout the journey I had work to do, for instance, and I did it, thus considerably reducing the time available for contemplating eternity or wondering whether the other passengers would think it odd if I were to open the door and step out. I drank little, too, having discovered many years ago that there is a terrible fallacy in the belief that you can anaesthetise the horrors of flying by drinking yourself into a stupor (the fallacy is that when it wears off you feel far worse than if you had never started). And on top of this, as I say, I travelled in what was, judged by appearances, a very comfortable aircraft. And despite all this began to wish, with increasingly manic intensity, that I had never been born.

The world, it has been shrewdly observed, is too much with us. Air travel is the reduction of horror to a fact. No doubt you can explain

Britain's poor export record and bizarre diplomacy by the fact that our envoys, commercial and official, are half-dead, most of them, from jet-lag. But I am not interested in the practical applications of the nightmare. I am concerned to declare that something has gone hideously wrong with our lives, and that what has gone wrong is exemplified at its starkest by the agony we endure in order to go somewhere else. Not in the answer to say where we are; I wanted to go to California, Australia and India last month, and I am glad I did. And I have no doubt that at the time another such trip would have been a good thing. I shall have persuaded myself that it is not so bad really, and that a day or two in the sunshine when I arrive will put me right, and that anyway I have made my bed and must lie on it. But I did not make this bed; it was made for me, by a process that is to be seen at work all round us, and that seems, more and more, to be automatic, self-perpetuating, and unstoppable.

Who will rid us of this turbulent beast? How can we get a spanner into the wheel and jam it, preparatory to making it turn the other way? For as with air travel, so with much of the rest of our lives—industrial production, urban living, political organisation, perpetual motion has been discovered, and like every great blon in every fairy-tale, there is a hideous

catch in it, the cat's paw, that our life is controlling our life or, worse, the fight between the two. But I am not interested in the practical applications of the nightmare. I am concerned to declare that something has gone hideously wrong with our lives, and that what has gone wrong is exemplified at its starkest by the agony we endure in order to go somewhere else. Not in the answer to say where we are; I wanted to go to California, Australia and India last month, and I am glad I did. And I have no doubt that at the time another such trip would have been a good thing. I shall have persuaded myself that it is not so bad really, and that a day or two in the sunshine when I arrive will put me right, and that anyway I have made my bed and must lie on it. But I did not make this bed; it was made for me, by a process that is to be seen at work all round us, and that seems, more and more, to be automatic, self-perpetuating, and unstoppable.

BLACKPOOL DIARY

Beardless but back to the old school

A Conservative students' poster prominently on display here runs: "Should your union be run by a 161-year-old corpse from Highgate Cemetery?" In fact, it is quite like old times to have a communist back at the helm of the National Union of Students. The natural order has been restored in a way that should gladden all Tory traditionalists.

Dave Aaronovitch, the new president, certainly has all the right credentials for the job. He has had experience of two institutions of learning: first Balliol, Oxford, from which he was sent down after two terms, not for any subversive activity but simply for failing the German paper in his history prelims, and then Manchester University, where he graduated in history, a distinction he shares with both Mr Mark Carlisle, the Education Secretary, and Dr Rhodes Boyson, the junior minister in charge of higher education.

Aaronovitch's father, Sam, the son of a Lithuanian refugee who settled as a tailor in the East End, his mother, Laverne, the daughter of an Indian Army colonel, his sister and his younger brother are all members of the Communist Party. Rather quaintly he reckons that he himself is the first male member of the party without a beard to be elected president of the NUS since Brian Simon, now professor of education at

Leicester University, held the office in 1939.

At 25 he already has all the hallmarks of a professional student. He took office as secretary of the NUS the day after he graduated from Manchester. He is a powerful orator and has the useful gift of making a visit to the City of Manchester College of Higher Education to discuss the wording of an NUS policy document sound like a foray behind the Grunwick picket lines. Should go far.

The prize for initiative at this conference must surely go to the Mayor of Blackpool, Mr Bobbie Warhurst, who had to face 10 minutes of barracking from left-wing students when he made his official welcoming speech on behalf of the burglers of Blackpool. It is the second time that Mr Warhurst has had to brave a hostile crowd. The first time unpleasant comparisons of a law-abiding nature were made about his mayoral chain of office. This time he brought along his own lavatory chain to pre-empt any further assaults on the mayoral dignity.

Lights out

I have been trying hard to find evidence of the new mood of realism that is supposed to be gripping Britain's students. On the basis of this week's activities at Blackpool, however, I fear that our leading article yesterday may have been a little premature in saying that their revels are now at an end.

At first I took the fact that

what would you allow your wife and servants to watch?



the conference proceedings are ending this year at six every evening rather than at midnight, as in previous years, so he signs that students have at last realized that there are better things to do at night than debate priorities and composite motions. In fact, however, the early finish is simply a concession to the forces of capitalism and Toryism in the shape of the BBC, who own the Winter Gardens complex where the conference is taking place, and Blackpool Corporation, who asked for an end to late night

sittings on the grounds of economy.

Next year the union is moving its conference to Margate, where the local authority is happy for them to go on talking until midnight.

The only apparent sign that a more sober mood has overtaken the NUS seems to be the sad fate that has befallen the Epicurean Party, a once flourishing group that has successfully spread its hedonistic message across several campuses in the past two or three years.

Now, however, the Epicureans seem to have made an alliance with the Liberals and their once flamboyant leader, Christopher Hamel-Smith, a law student at Bristol University, has been markedly less flamboyant this week than at past NUS conferences. However, he did appear in Bermuda shorts and T-shirt during the hustings for the presidential election, in which he polled a remarkably large number of votes. Old hands at prediction here reckon he could well be the man to succeed Aaronovitch as the next president.

Capital!

Trevor Phillips, the outgoing NUS president, is hoping to tread an unusual path for an ex-student leader. Forsaking the lure of politics and trade unionism that has attracted so many of his predecessors, he actually wants to go into industry, and into a management job at that. "What I'd like to do," he told me, "is to go into production management in petro-

chemicals or oil. I want to end up as a real Fimiston type engineer. They are the people with the real power nowadays, not the politicians like me. I should think I'm well on the way to receiving the plaudits of the Industry Secretary and the entire capitalist establishment."

Ecologists would be appalled at the number of trees that must have been felled to keep the wheels of democratic centralism in motion. At Blackpool this week a bank of eight typewriters and six duplicators are in almost continuous use churning out amendments and order papers in the room behind the conference platform. Still, at least the NUS does seem to provide employment. It takes six secretaries two weeks to type the agenda document, and another six two weeks to do the amendments. And at least seven minutes with seven maps to clear up the mess in the Winter Gardens every night; I should think

Shunning the rival of the Socialist Workers' caucus and the Marxist public meeting on for peace, I decided to go to the NUS. Listening to Mr Neil the Opposition spokesman, talking a Party student. Unfortunately the lists at the hotel, Mr Kinnoch was speaking at his meeting. Along with other members of the spent an interesting 2 waiting in a room magnificently furnished with electric organ and jukebox. In a col would clash violently Mr Kinnoch's police. But the NUS was totally deserted.

By the time we finished the NUS conference, I was unfortunately appearing at NUS conferences, longly lengthy question earnest young man who to feel that the schools' was the major block to the Socialist revolution. Britain was answered by Mr Kinnoch for minutes. My sympathies with the Cambridge who fell asleep at a whole exchange and when he heard the same when he was up. I was originally given him a stamp.

Help

the people who are helping others in Britain and all over the world

Only one aid organisation is recognised and allowed to operate all over the world. The Red Cross.

You probably know something of its work in war zones and in the aftermath of natural disasters. But do you realise that every day, all over Britain, Red Cross members are carrying out routine work in hundreds of different first-aid, nursing and associated welfare roles? This vital work, much of which state agencies cannot perform, is a contribution to the community which is perhaps taken for granted—except by those who benefit.

All this work is done by volunteers who give freely of their time. All of it depends on legacies and donations from the public.

Please consider making provision for the Red Cross in your will. Because, quite simply, a bequest to the Red Cross is a bequest to humanity.

The Red Cross
British Red Cross Society,
9 Grosvenor Crescent, London SW1X 7EJ.

To D.E. Barson, Director General. Please send me details of the Society's work, with information on the tax advantages to U.K. residents of a bequest to charity.

Name _____
Address _____

A black and white cartoon illustration of a man in a suit and hat falling upside down. He is holding an umbrella in his right hand and a briefcase in his left hand. The man has a wide, happy smile. The background is plain white.

Wuttke

These are further steps along a familiar path, but the other principal Budget measure is an innovation. It involves the creation of "enterprise zones" which will be selected areas where for a 10-year period planning procedures will be simplified, industrial training requirements will be relaxed and there will be exemption from development land tax and from general rates on commercial and industrial property.

Bryan Appleyard

...OULD BE.

...use we believe
should be .
ee,
General
...are now at work in 57 countries
...General Corporation and
...United and Midway
...America's TV & Video
...in computing and business
...ture and have a special phone me.

...anonymous strangers during the critical period of your system's installation and development - don't. Because we all appoint expert local specialists to take care of

14111st
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7-24-73 London

your last.
If you're inclined to agree, get in touch and talk your problems over with us.
At the very least you'll find it a relaxing experience.

Data General
Over 77000 Data General computers are now at work in 57 countries.
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Picture the scene:

On the one hand, a man born, bred and hardened in the West Riding, running his own small chemical company.

On the other, a man born, bred and hardened in West Byfleet, running a large investment company somewhere in the City.

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A year after the Wilson report...

Little action to bring much needed encouragement

It is a year since the Wilson committee—set up to review the functioning of financial institutions—presented its interim report on small businesses. Most commentators complained at the time that its potential impact was seriously diminished because the committee found itself unable to make any firm recommendations either about taxation in general or about investment relief in particular.

Since then, little has happened to give the lie to the sceptics and if the final report, which has been expected by now but which has not yet appeared, is not a great deal more positive, those of us who believe that small businesses need real encouragement will have to ignore it.

The committee's recommendations fell into two main categories: first, exhortation to banks, government departments, quasigovernmental organisations and the CBI to do more to disseminate accurate information to small firms about the opportunities available to them; the criteria on which help can be provided and similar matters. There are some grounds for believing that the flow of information and advice has improved in the last 12 months. For example, the Department of Industry has taken steps to strengthen its Small Firms Information Service, and a number of stockbrokers and other city institutions have taken pains to establish special facilities to help small firms.

Yet the general picture is still one of dismal fragmentation. Within government, Mr David Mitchell, the minister responsible for small businesses, often

explains that of the 50 policy objectives which he set himself when he arrived in the Department of Industry, more than 40 are departments. There appears to be no effective machinery for regular meetings between officials responsible for different aspects of small firms' policy.

And outside government the scene is just as gloomy. The various small firms' pressure groups spend more time arguing with one another than organising the hundreds of thousands of small firms which belong to none of them. There is manifest jealousy, for example, between the CBI and the chambers of commerce, and the goal of a concerted small business lobby seems as far away as ever.

What is required within government, at least, is for a high-powered group of civil servants with appropriate responsibilities to meet regularly on small firms' policy to monitor progress across departments and to report through the minister responsible for small businesses to a Cabinet committee. Without such a piece of machinery (which has been used successfully on other occasions) the undoubted good will of many towards small businesses will be obscured by every crisis, whether in the outside world or of parliamentary timetabling.

On the committee's other main recommendations little discernible progress has been made. It is true that the Welsh Development Agency is trying out, on a tiny scale, an experiment which resembles a loan guarantee scheme. It is, however, typical of the inadequacy of present government arrangements that the WDA should be independent of the Department of Industry. It is unreasonable

to expect any further public progress towards a loan guarantee scheme during the run-up to the Budget, but it is already clear that the battle for this recommendation is likely to be hard.

The banks tend to welcome the idea in principle but are unenthusiastic about any attempt to turn it into practice. Many believe that it will be hard to create an effective scheme to be run by them which will not result in their passing all their weakest propositions on to the government's security.

The Government, for its part, is frightened of being asked to provide finance for unsuccessful businesses which in a tighter market would never start, or of having to apply criteria of such strictness as to make the scheme more expensive than the open market and therefore unattractive.

Such pessimism is not shared by the Conservative Backbench committee on smaller businesses, which feels that a loan guarantee scheme could be devised which would not cost too much and which could go a long way towards reducing the cost of failure which in Britain is so much higher than in many others. A principal reason for this is that banks and other lenders demand personal security against loans on a scale which means that the entrepreneur is risking not only his time, skill, cash and career prospects but also the home of his wife and children.

Banks sometimes argue that such a hazard increases a man's commitment to success. It seems far more likely to engender family pressures of a kind which will make him reluctant to persevere through short-term troubles.

Another main recommendation was that a small development agency should be set up to parallel those of the Scottish and Welsh agencies. This has not only run into the general feeling of disparagement towards quasigovernmental bodies, but also the present review of the powers and functions of the Council for Small Industries in Rural Areas (Cosira). It would be a great pity if yet another piece of machinery with limited powers and limited resources were built into the present Heath Robinson arrangements for looking after Britain's small firms.

At the committee itself pointed out: "The small firms sector in the United Kingdom is relatively less important in terms of both output and employment than in other developed countries." What is needed is an effective deployment of existing resources with influence added as the needs are clearly seen; not a further addition to the competing bureaucracies.

Wilson also recommended the establishment of a small firms investment company. This was an attempt to overcome the difficulties faced by private investors who cannot easily afford the illiquidity of an investment in a small unlisted company and to make it easier for institutions to invest in new or small companies. There are technical difficulties in drafting legislation adequate to establish such bodies and it may well be that at the end of the present government review of this proposal little will result.

Yet the problem is a serious one. Other countries take positive steps to increase the attractiveness of the small firms sector to investors. We seem to take every possible opportunity to put it at a disadvantage. Thus the tax system positively invites pension funds

to look for investments which may yield comparatively modestly but which require minimum management by the fund itself. Hence the attraction of property both in Britain and, increasingly, overseas, and of pictures, particularly if they can be of a quality which the Government is only too glad to house and look after.

Life insurance, too, attracts heavy tax subsidies so that for many private individuals it has become the principal form of investment. The tax system similarly encourages the individual to invest either in institutions or in property. For someone liable to the top rate of tax an investment in property, worth £25,000 attracts a subsidy of £2,250.

Even gilt-edged securities and building society deposit accounts attract tax reliefs. But try investing in a private company and you not only get no relief, but you are also liable to pay tax on the work itself most full time in the business.

In its rhetoric this Government pins much hope on the small business. It says that it recognizes that many of them are limping badly under the present high rate of interest, but many of its most influential members still talk darkly of the dangers of government intervention in the private enterprise world of small business. If the present preferences of the tax system, the rules of credit allocation, the huge centralization of central and local government buying and much else are not themselves interventions in the market, I do not know what intervention means.

Andrew Rowe

Range of help services remarkably wide

Advice and information are vital assets



Mr Bob Press (left) abandoned the industrial rat-race to become a Somerset blacksmith after training from a Cosira technical officer.

present by about 11,000 banks, which have traditionally been reluctant to offer long-term finance to small firms. The money is available in the form of loans, equity or a combination of the two, to businesses which satisfy normal investment criteria. It means that Cosira can effectively provide access to substantially increased funds; its clients are directed to the banks, while the council's management accounts are ready to assist small firms in compiling sound budget plans; a valuable service, since more than half of all potentially 'good' ventures fail to gain the required finance because of inadequate presentation.

The ICF, owned by the English and Scottish clearing banks and the Bank of England, offers practical advice and guidance only on request, concerning money or management matters, in addition to its complete financial service, which includes the provision of longer-term loans (£5,000 upwards) and/or share capital, plant purchase and leasing facilities.

The Department of Industry is extending its programme of local clinics and workshops which bring direct to communities the counselling and information available—initially without direct charge—through its small firms divisions' 11 provincial centres. Similar advice and counselling services are available in Scotland through the Scottish Development Agency, and in

Wales through the Welsh Development Agency. Where an inquiry is beyond straightforward information sources such as the relevant contact in local authorities, government departments, the professions, chambers of commerce and so forth, it can be discussed confidentially with an experienced businessman in the role of expert counsellor.

A high proportion of inquiries relate to the start of a business but any kind of business administration matter is handled, including statutory requirements, design, marketing, production, diversification and security; all useful for the one-man business.

The Department of Industry has also linked with the Post Office staff superannuation fund to provide a new source of venture capital for small businesses. Numerous other sources of information and advice exist on the range of discretionary funds, expansion capital, incentives, low-cost premises, technical instruction and management development. Sources include the national tourist boards, industrial training boards, municipal authorities, new town development corporations, the Coppermines Development Agency, the British Steel Corporation (Industry), the National Research Development Corporation (Finance) for the development of new products and processes, and the Confederation of British Industry, which operates its own small firms directorate.

Nicholas Cole

'It was like Oliver Twist in reverse, Mr Wagstaff...



'...I asked for less and you gave me more.'
'You've got your cash flow projection to thank for that. You did a good job there,' said Mr Wagstaff.
'With a little help from you and Jack Rogers.'
'Well, Jack's one of the best accountants in the business. You won't go far wrong with him on your side.'
'But you suggested doing the cash flow in the first place, Mr Wagstaff. Don't be so modest!'

'That was in our interest as well as yours. We both need to know where you're going, don't we? No point in lending you money to set up a new factory and then having you find out in a few months that it's not nearly enough. Sleepless nights for you. Headaches for us. Hardly the way to start expanding your business!'

'Well, that cash flow chart showed I needed almost twice as much as I thought I did, so I'd have had sleepless nights all right! But now, instead of counting sheep I count all those extra hi-fi speakers we'll be making in the new place, and fall asleep dreaming of exporting to Japan!'

'Perhaps we can help your dreams come true, Mr Greening. Hi-fi to Japan—that's just the sort of coals-to-Newcastle challenge our branches thrive on!'

Wagstaff reflected on the novelty of it all.

WILLIAMS & GLYN'S AND CASH FLOW CONTROL.

In the day-to-day running of a business only a few firms are fortunate enough to see money coming in always matching money going out. To produce your goods you have to pay for the components from which they are made, i.e. buy raw materials, pay for wages, rent, lighting, heating and so on. However, you won't normally receive payment for the goods until some time after delivery. So it is of the utmost importance to compare the payments flowing in with the payments flowing out. A leaflet on Cash Flow and Liquidity together with a specimen chart indicating the sort of information you need is available from any Williams & Glyn's branch, or if you would care to write to the address below we'll

gladly send you one. The chart covers 12 months and shows the kind of receipts and payments you might expect to incorporate. In this way you can make a reasonably good estimate of your financial needs for the year ahead.

Cash flow control is only one example of the wide variety of money matters on which the manager and staff at every Williams & Glyn's branch can offer friendly, expert advice to business and personal customers. For further information call in at your local branch, or write to: Marketing Development Office, Williams & Glyn's Bank Limited, New London Bridge House, 25 London Bridge Street, London SE1 3SS.

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Ways to raise money outside banks

When financial times are tough

Raising money has always been one of the worst problems for the small company, and at a time when interest rates are high and credit is being squeezed it inevitably becomes far worse.

Suppliers, anxious to conserve their cash and well aware that the loss of goodwill from the occasional small company will make little difference to their own position, tend to exact payment on unfavourable terms. Customers put off settling their bills for as long as possible. And the manager of the small company, caught in the middle, risks a chilly reception if he goes to his bank to ask for a loan to tide him over.

In recent years the clearing banks, in particular, have made a strong effort at head office level to develop and promote the services they provide to small companies. At branch level, however, the picture sometimes looks very different. When times are tough it is easy to find objections to the small company borrower. If the company has a high cash flow and relatively few assets, there is no security for the loans; if it has plenty of assets but a limited cash flow, then there could be difficulty in servicing the debt.

And times are tough at the moment: the banks are constrained by government controls from increasing their lending, and—as the rising tide of bankruptcies indicates—have in any case good cause to fear for the loans they have made already.

There are, however, some well-developed alternatives to bank finance. First, for those who need the money to buy assets, there are the facilities provided by the leasing industry, which has grown enormously over the past four years. Assets acquired for lease amounted to only £421m in 1976; in 1979 they amounted to £1,802m. The increase is variously attributed to the entry of new firms—eager to reduce their tax bills by the use of

first-year allowances—into the business, and the fact that leased assets do not show up on a company's balance sheet, so that a financial position looks a good deal healthier than it would if the same assets were acquired by borrowing. Both are advantages for the small company.

Increased competition in the industry and a slowing of the rate of growth have helped to discourage some of the more exorbitant lessors. Those that are left can provide the small company, interested in buying anything from manufacturing plant to commercial vehicles, with medium-term finance of a kind which is almost impossible to secure elsewhere. Unlike an overdraft, this finance cannot be withdrawn; moreover, it is made at a fixed rate which, however disconcerting when rates of interest are high, can be a big advantage when they are low but expected to rise.

Except in those rare cases where either suppliers or lessors are running loss leaders in the hope of drumming up business, it is not a cheap form of finance; but it is simple, flexible, efficient—and available.

Where the problem is not so much one of finding the finance for capital spending but of securing working capital, recourse to a factor may be the answer. If the bank manager will not provide and overdraft—or, in some cases, even if he will.

The factor buys a company's debts, paying initially up to 80 per cent of the value of them (less his own charges), and providing the remainder of the money when he, in turn, collects it well-developed alternatives to bank finance. First, for those who need the money to buy assets, there are the facilities provided by the leasing industry, which has grown enormously over the past four years. Assets acquired for lease amounted to only £421m in 1976; in 1979 they amounted to £1,802m. The increase is variously attributed to the entry of new firms—eager to reduce their tax bills by the use of

first, the cost; and second, the extent to which the factor will limit—or decline to underwrite—the company's business.

The cost is composed of two elements: the cost of the money advanced, during the period for which it is advanced (which is similar to charges on an overdraft), and the cost of the factor's service itself, which varies according to consideration such as the number of accounts, the volume of export sales, and the extent to which the factor considers himself to be at risk. The factoring charge can therefore vary, though it normally falls within 1 per cent and 2½ per cent of the turnover handled by the factor.

The extent to which the factor will limit the company's operations is potentially a more abundant source of irritation. In the first place he may decline to underwrite the business at all, unless the small company in question is a substantial small company—say, with a turnover of £100,000. He almost certainly will decline to underwrite it if it involves sales to the public—since there will be problems over creditworthiness—or a large number of low-value sales.

He may opt out of the business if it is a matter of buying the invoices on an unproven product, or where payment depends (as in the construction business) on satisfactory completion, which in turn will depend on matters outside his control. He will almost certainly apply credit limits, based on his own researches, on each customer; and he

will not guarantee the debt where those limits are exceeded. Nevertheless, given sense on each side, factoring can substantially improve a business's cash flow.

Where neither leasing nor factoring will satisfy a company's financial needs, and it is necessary to have recourse to the bank, it makes sense to do so together with an accountant. Many small companies never see their accountant from one audit to the next; and this is a natural source of alarm to the profession as it contributes to the debate about whether audits for small companies should be abolished altogether. A company's accountant ought to be able to make himself useful in a variety of circumstances other than the few days at the end of the financial year, during which he appears to put his seal of approval on the books.

Apart from his expert knowledge of taxation (and it is folly for any company, however small, to invest in assets without ascertaining how tax is affected), the accountant ought to be in a good position to advise on such questions as whether, and if so how, the company should expand; how that expansion is to be financed; whether particular investments will provide an adequate return, and so on. He should also be good at presenting the company in the best possible light to the bank manager. They talk the same language.

Adrienne Gleeson

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مكتبة الأصل

We look at the careers of three men who have made good

Success recipe found in kitchen furniture



A youth of seventeen and a half setting up in the building trade with only £45 in cash, an unusual capacity for work, optimism and a quality that could be called stickability might reasonably be said to be establishing a small business. That was how George Moore started in Bingley, in what used to be called the West Riding of Yorkshire, 34 years ago.

George Moore is still in business, still in Yorkshire near Wetherby, and this year the George A. Moore furniture group expects to face a turnover of about £22m. It is no longer a small business but its development is a striking illustration of how one firm has grown from nothing into a leader in its sector.

At the end of that first year as a jobbing builder engaged on local factory, maintenance and household work, Mr Moore had made a profit of £1,050. Over the next few years he gradually built up his business and by 1954 he had six people working for him. It was about that time that Mr Moore experienced what he describes as the first turning point in his business career. He is a man who notices such things and how even setbacks can sometimes be turned into lucky accidents.

"I had been working very

hard all this time", Mr Moore recalls. "But one day I caught my hand in a circular saw. The injury was serious enough to keep me off work for two weeks and it was those two weeks away from the job that gave me time to think. Up to that time I had been working so hard that I had never had time to sit down and plan things. Now I had the time and I decided to make the most of it."

"I gave the past a great deal of thought during those two weeks and I did some careful thinking about what direction I wanted the business to take over the next three years. Today that kind of thing is called corporate planning."

George Moore gave himself a target for the next three years but found that he had reached it after 12 months. "But I had learned the vital lesson of sitting down and looking to see where you are going and I decided that the time had come for me to get out of my working overalls and concentrate on managing and planning."

"It was at this time that Mr Moore moved into his first real premises. Further expansion then came through buying up equipment and plant from other firms that had been put into receivership. But it was another

unforeseen factor, or as Mr Moore puts it, a lucky accident, that caused a more significant expansion.

"Well, it was quite by accident", he recalls. "that I met the manager of the Bradford Corporation works department. I didn't know him but he let me know that he was seeking someone to make kitchen-sink drainer boards for Bradford council houses and I got an order for 200."

"That was our first local authority contract. It was another turning point because I reasoned that there must be other local authorities with similar requirements for their own council houses. From then on we switched from building work to straightforward manufacturing."

In 1964, after his move to the Thorp Arch trading estate near Wetherby, Mr Moore made the decision to specialize in kitchen furniture, but it was not until some years later in 1968-69 that the group gave up general joinery work. It was a major decision because at that time it accounted for half the turnover. Within 12 months of the decision to specialize the turnover had been completely restored.

Another development occurred in 1971 when Mr

Moore's firm won its first contract to supply kitchen furniture to the London Housing Consortium, which is responsible for the needs of the member London boroughs as well as many housing associations.

"That was a contract worth just over £1m and it was the first of its kind to go to a firm north of Potters Bar", Mr Moore says.

He has reason for satisfaction because the link with London housing has continued. A three-year contract came to an end last month and another for the same period has just been awarded to supply kitchen furniture for more than 30,000 homes in the London area. That one is worth an estimated £5m.

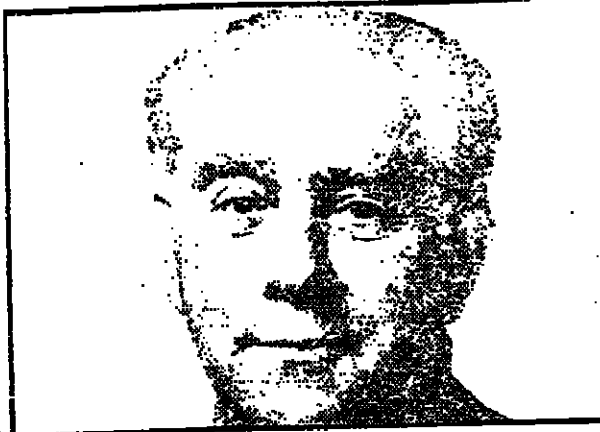
George Moore's group is now the biggest supplier of kitchen furniture to local authorities and housing associations in Britain. Its share of this market is 30 per cent of all kitchen furniture for both new housing and for modernization schemes. A comparatively recent development has taken the group into the retail and export trade.

What, then, is George Moore's recipe for success? The answer comes promptly. "I used to work 28 hours a day and eight days a week but I've cut it down to only 20 hours a day lately". It is a pardonable exaggeration for a man who so readily attributes much of his success to luck. In any case it is self-made luck, the kind that is created by hard work and a flair for grasping opportunities whenever they arise.

There is another factor, too, which George Moore insists is the vital one. "It has been very much a team affair and it still is. All our executives are highly qualified in their own spheres—whether it is marketing, engineering or accountancy. But it doesn't stop there: I expect every executive to develop as a man of business, capable of using his common sense at all times. It would not be easy to think of a better description to apply," says George A. Moore himself.

Alan Grainger

Period mouldings rescued firm whose boat-building hit rocks



Mr Leonard Stanley Briggs should have retired last May. Instead he is still working and enjoying it, which is not too difficult when your home is in the factory grounds, and over-looks Exmoor.

At Wheddon Cross, near Minehead, Somerset, he and his son, David William

Briggs, run Somerset Plastics with a staff of five. Perhaps it was a crisis which hit the firm last year, followed by a successful comeback, which persuaded the senior Mr Briggs to stay on. Until then, a great deal of their business had been in producing glass fibre sailing boats. In Mr Briggs's words this market disintegrated in

1979; however, he and his son had already done some work on reproduction period and antique guttering, and pipes for renovating old churches, stately homes, castles and colleges.

"The Council for Small Industries in Rural Areas organized publicity in the architectural and trade press", Mr Briggs said, "and from there business boomed, with 600 inquiries in one week. You never know what you are going to get in the post. We have had letters from Ireland and the Continent."

These reproductions can be copied from existing cast-iron work, including decoration and colour. Among the customers have been two Oxford colleges, Warwick town hall and Dunster Castle. Two sub-contractors have been enlisted to cope with the work.

Mr Leonard Briggs had a long business career before

settling at Wheddon Cross. After war service in the RAF, he went into photography, then into running shops and kiosks, and in 1953 he became a draughtsman and builder.

He said his interest in plastics engineering began because it was an activity that could be carried on indoors when the weather was too bad for outside construction work. Finally, in June, 1963, came the opportunity to take over the Wheddon Cross premises and make this sideline a full-time business.

The building was modern, situated in 15 acres of land some 900ft above sea level. It had been used for grading wool from the flocks of sheep on the moor, but became available when this activity was centralized elsewhere.

Mr Briggs said they received no government grants or outside financial help. "After paying for the

factory we had less than

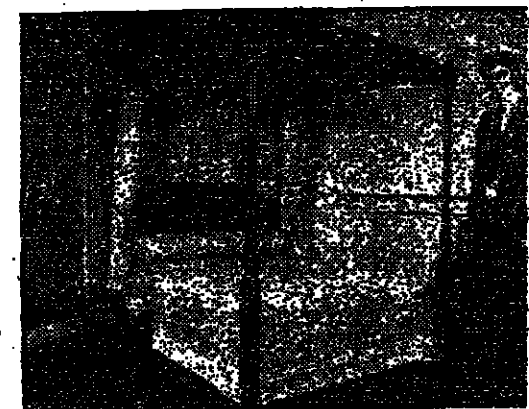
£400 capital left."

He said their aim is to undertake trouble-shooting tasks for industry, print articles which require short-run production, even individual items companies, including Cellophane, sought the company's aid, and orders included solar panels, fish hatchery equipment, and porta buildings for use on construction site of Hinkley Point nuclear power station.

Marine mouldings, sailing boats and car still manufactured by firm, led to export through agencies in France, West Germany, Netherlands, Sweden and the United States. A time, from its modest beginnings, company turnover rose to £11 year with 14 people work.

Patrick O

Beds that dreams are made on



I have been looking forward to writing this article since June, 1978. It was then that I stayed a night at a West Country hotel, and noticed my bill was £2 more than those of my friends.

"Ah, sir, you had the room with the four-poster bed", was the explanation. My friends, noble fellows, offered to split the difference with me, but I decided to bide my time until I had the opportunity to put my expensive experience to some use.

What made matters worse, it was a half-hearted, single four-poster, far removed from the kind of comfortable affair seen in Georgian prints. It would never have suited Lord Byron, who honeymooned in a four-poster, for instance.

According to his wife, when he woke suddenly on

their wedding night and saw the flames of the fire playing on the red curtains of their bed he cried out: "Good God! I am surely in hell!" His marriage was never a great success after that.

Mr Jean Cross, whose Manor Lodge Furniture specializes in four-posters, assured me that the one in which I slept was not made by them. Anyway it seems I got off lightly. "In general we find hotels charge £5 a night extra," Mr Cross said, "and as much as £12, but that was for a room with a complete suite to match the bed."

It is only fair to hotels to point out they may have paid as much as £2,092 plus VAT for a bed in mahogany or oak seven feet high, taking a five-foot mattress. For that they would get a hand-carved headboard, fully closing drapes, solid brass hooks, a bedspread, and "your motif hand carved".

Such is style 1, but a

thrifty customer might care to make do with less expensive models, which go right down to style 5 at £934, delivered and assembled: "Ultra modern look, using padded panels... square plus. Canopy, rear drape and bedspread from our normal range."

Mr Cross and his wife Julia, a codirector, are based at Little Downham, Cambridgeshire. "An article in the Daily Mail gave my wife and me the idea of making four-poster beds, and selling them primarily to the hotel industry", he said.

He resigned from the RAF, made one bed, photographed it, and the firm was launched with an advertisement that appeared two years ago. "Initially there was one style. Now there are five, plus all matching bedroom furniture, including curtains, and pelmets". Mr Cross said.

"All pieces are individ-

nally built for a particular customer. We sub-contract to about half a dozen local craftsmen. Orders come from all parts of the country."

"We have furnished leading hotels in England, Scotland and Wales, as well as private customers." fabrics, which are hand-sewn, are imported from Italy.

If the business is to prosper Manor intends to centralise production by moving a workshop construing the Council for Small Industries in Rural. The firm has received number of inquiries abroad, and would expand into the market.

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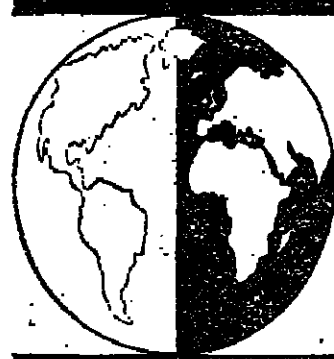
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For further information on our DPS 4 regional seminars, write to the Communications Department, Honeywell Information Systems Limited, Great West Road, Brentford, Middlesex TW8 9DH. (Telephone: 01-863 6191 ext 432).

Name _____
Position _____
Organisation _____
Address _____

From Mr. Alec Clifton-Taylor
Sir, I had such a nice, such an unexpected present yesterday that I feel I must tell you about it. On to the small pool (20 ft) in this London garden there suddenly swooped down a duck and a drake. They swam around for perhaps ten minutes and then had a little siesta. When they departed I found, left presumably as a courteous "thank-you" an egg. It made a delicious breakfast.

Yours truly,
ALEC CLIFTON-TAYLOR,
15 Clareville Grove, SW7.
April 15.



Jamaica refuses standby link with IMF

Jamaica has agreed with its foreign banks creditors to avert any default on its \$110m debt after a meeting during the 21st general assembly of the Inter-American Development Bank with representatives of United States, Canadian and British private banks.

Mr Ronald Hugh Small, finance minister, said that Jamaica's debt would continue to be paid off without the standby agreement with the International Monetary Fund. An American banker who took part in the talks said Jamaica would continue to roll over 90 per cent of its foreign bank debt as it becomes due.

Olivetti negotiations

Olivetti, the electronics and office equipment group, may announce success on Friday in negotiations with St Gobain-Port a Mousson of France concerning a substantial capital injection by the French group into Olivetti.

Oil self-sufficiency

Argentina hopes to be self-sufficient in oil by 1982 and perhaps export in the future. Argentina also may become self-sufficient in natural gas and could export gas to neighbouring countries once pipelines are built.

Italian left-wing aid

La Lega delle Cooperative, the Italian left-wing cooperative movement, will give the Madagascar Government about £130m for development. A similar agreement with Algeria is expected.

Japan's ship orders up

Foreign orders received by Japanese shipyards last financial year rose sharply from 154 vessels in 1979 to 294 vessels worth £2,115,000m yen (£2,115m).

Dutch aid to Turkey

Holland is to contribute \$21m (£9.5m) to the \$527m loan package to Turkey agreed by 15 countries of the Organisation for Economic Cooperation and Development and the Community.

Doubts over Chrysler

Administration approval of Chrysler Corporation's \$2,000m (£913m) financial commitments needed to qualify for federal aid remains in doubt. In the financing will not be until long-term financing is worked out.

Car sales down again

Sales of United States produced cars fell by 24 per cent in early April, continuing the downward trend of recent months. The size of the decline was in line with expectations.

UK manufacturers worried by undercutting by East Europeans

Fears over electrical imports surge

Sharp increases in imports of domestic electrical appliances from East European countries are causing British manufacturers grave concern, according to the Association of Manufacturers of Domestic Electrical Appliances (AMDEA).

There has been anxiety for some time over low-price competition from Italy, particularly from washing machine and refrigerator manufacturers, but the East Europeans are landing appliances in Britain at prices well below domestic levels.

The British domestic electrical appliance market has been static. Last year United Kingdom deliveries to the trade showed a marginal decline at 21.6 million while imports continue to rise. Imports grew to 39 per cent last year, compared with 33 per cent in 1978, according to AMDEA's latest figures.

The East European exports are mainly refrigerators and freezers but an increasing number of vacuum cleaners are also being sent to Britain. The increases are from a low base, but Hungary has increased its exports of refrigerators to the United Kingdom by 154 per cent to 19,300 in the past year, while freezers from East Germany show a 186 per cent increase to 9,600.

In vacuum cleaner manufacture, a sector still heavily dominated by the United Kingdom manufacturers, imports from East Germany have risen 190 per cent and imports from Poland have gone up by 47 per cent.

All East European items are now thought to amount to around 100,000 a year, according to AMDEA. United Kingdom companies fear the East European manufacturers will take over the lower end of the market, which has until now been dominated by the Italians. However the Italian makers could intensify their competition in the middle price range of goods which until now has been the British makers' stronghold.

A fact Italy's share of total imports of electrical appliances dropped last year to 83 per cent from 1978's 90 per cent. However, in 1979 both France and Germany increased their import share slightly. The West German makers particularly have been taking a large slice of the luxury end of the market.

Just over 11 per cent of the United Kingdom electric cooker sector is now accounted for by imports, mostly in the form of built-in units. Imported ovens are now thought to account for 21 per cent of that market.

One gleam of hope for the British manufacturers is that, although washing machine imports in general were up, the amount of automatic machines imported dropped marginally from 46.5 per cent in 1978 to 45.2 per cent last year.

The engineering strike last year and to a lesser degree the transport strike early in the year had hampered the British makers' efforts to counter the imports threat, AMDEA said. No clear picture on the effects of the steel strike on this year's figures has yet started to emerge.

Another disconcerting factor for the British makers is their declining export performance. An AMDEA monitoring survey of major product groups showed a 7.4 per cent decline last year to 2.5m units—a fall in value terms of 5.6 per cent.

Derek Harris

Construction industry seeks to end Group of Eight differences

By John Huxley

Attempts will continue later this week to patch up differences among construction leaders which threaten the future of the all-industry Group of Eight.

Pressure to restore a sense of unity among building employers, unions and professional leaders has increased following the decision by Mr Michael Heseltine, Secretary of State for the Environment, to treat the group as the main channel of contact on matters of strategic importance to the industry.

At the same time, he scrapped the existing national consultative machinery.

This has led to a reappraisal of the Group of Eight's activities, which has until now operated on an informal basis. Group members, who were taken back by Mr Heseltine's decision, are anxious to avoid becoming too bureaucratic and formalized.

At the same time, they realize that if the group is to represent adequately the 20-odd organizations which participated in the old consultative machinery, its scope must be widened.

Individual members of the group will discuss the implications of the changes with their own organizations before the Group of Eight reassembles to discuss how its new strategic role may be developed.

However, the group is finding it difficult to resolve its internal differences.

One of the members, representing the Union of Construction Allied Trades and Technicians (UCATT), has only recently returned to membership after walking out in protest against government policies.

The second labour representative, from the Transport and General Workers' Union, is now considering his future membership, having pulled out a few days before the group's most recent meeting with Mr Heseltine.

Although the group has had ready access to both Labour and Conservative governments, feeling has grown that it has been powerless either to prevent or to mitigate repeated cuts in public construction spending.

Unions have found various aspects of Conservative policy increasingly distasteful and have suspected that employers within the group have refrained from criticizing ministers strongly.

Mr Basil Gwyn, chairman of the Building Material Producers and a member of the group, issued a strong plea for unity, saying it was essential that the industry spoke with a united voice at a time when its prospects were dismal.

"No industry can regard with equanimity the continuing decline in its prospects and its fortunes. It becomes all the more essential, therefore, that the Group of Eight should continue to represent forcibly and with the industry's full authority our various problems," Mr Gwyn said.



Mr Basil Gwyn: strong plea for unity.

Behind the scenes, moves are being made mainly through Mr Bryan Jefferson, president of the Royal Institute of British Architects—to persuade the TGWU that it should remain a member of the group.

However, union views on the value of continuing to talk to Mr Heseltine are not likely to have been altered by impression given that by imposing a new role on the group, without prior consultation, the industry acted in a typically high-handed manner.

With its reengineering programme to save on bunkers under way, OCL is equipped with optimum ships in most of its trades.

World liner trades are still in a transitional phase, Sir Ronald said in his chairman's report, but "our experience is that once the box is offered, shippers and importers want a more or less total container service" and "the bigger cellular containership of slowest commercial reality must be accepted, they must not weaken long-term research for the future," he said.

Mr MacArthur's remarks come at a time when research establishments are having to seek out more short-term commercial contract work.

The Shirley Institute, which conducts research primarily in cotton, silk and man-made fibres, and Wira (formerly the Wool Industry Research Association) are reorganising their efforts to meet the demands of contracting industries.

Mr MacArthur said that despite the pressure to take short-term commercial contract work, a balance must be maintained. While the financial disciplines of commercial reality must be accepted, they must not weaken long-term research for the future," he said.

Mr Tom Corrigan, Chairman and managing director of the Inveresk Group, told the annual dinner of the National Association of Paper Merchants in London that the industry's customers were under great pressure and losing business to overseas competitors. As a result, a reduction in deliveries of paper could be expected.

"With undoubtedly there are some aspects of current government monetary policies which command wide support and there is an acceptance of the need for strong medicine, there is increasing concern that manufacturing industry in particular, and business in general, is in danger of being given an overdose—an overdose which may deal with the illness but may also kill the patient in the process."

Mr G. William Miller, Treasury Secretary, said that although there were signs that an economic slowdown was beginning, the Administration should stick to its tight fiscal and monetary policies.

But if the recession gets worse than expected it would be better to maintain discipline on the fiscal side and to ease monetary policy because changes in monetary policy can be more easily timed to be "coincident with the need".

Similarly, Mr Lyle Gramley, a member of the President's Council of Economic Advisers and a nominee to the Federal Reserve Board, told the senate banking committee that he favoured the board's policies to slow the growth of money and credit.

Survival of textiles 'will depend on innovation'

By Our Industrial Staff

Future success of the British textile sector will depend increasingly on innovation and the commercial application of the national talent for invention. Industry leaders were told yesterday.

There was a danger that long-term research for the future would be weakened as industry grappled with its present, severe commercial problems, Mr Ian MacArthur, director of the British Textile Confederation said.

"The present recession will not last forever. Sooner or later there will be a revival in the world market. If we secure the international trading framework which we seek, and if sterling is more realistically valued, that revival of demand will bring real opportunity."

"We should, therefore, look to a better future, and prepare ourselves to seize the opportunities," he said.

Speaking in Harrogate, Mr MacArthur said that competition would be intense. All producers, including those in low-cost countries, now had access to modern machinery and advanced production techniques.

This meant that British producers had to exploit their strengths, such as textile research and educational structure, which were the best in the world.

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It is important that interest rates should not be too high, and a tighter fiscal policy could help to achieve that goal, he said.

The Administration is considering trying to alleviate the effect of high interest rates on the housing industry. One move could be to endorse efforts in the House to reduce mortgage interest subsidies to low-income households so that the aid could be made available "more generally", Mr Gramley added.

He also told senators that he would consider sympathetically the idea of imposing different standards on growth for large and small banks. The Fed has asked all banks to limit the growth in credit they extend to a 6 per cent to 9 per cent range this year.

LETTERS TO THE EDITOR

Competitive spirit of British Rail

From Mr G. Myers

Sir, In his nostalgia for the "good old days" of pre-nationalized railways, Mr John Ogilvie (Letters, April 16) is less than fair to today's railway managers and far from accurate in his comments on the railway business of today.

The Board's annual report for 1979 will be published next week and it will show that the cost of railways to the taxpayer has been significantly reduced in real terms over recent years. BR now receives less government support than any major European railway and yet it has consistently met the financial targets set by government.

A loss of £66m in the freight and parcels business has been turned to virtual break-even in the last three years and the introduction of High Speed Trains, together with marketing enterprise, has generated the highest passenger-mileage since 1961, when the network was 30 per cent bigger. It is always open to the Post Office to take its mail business away from railways, but a reminder that this sanction exists, first exposed by BR in its own staff newspaper, *Railnews*, is very different from the suggestion that the £38m contract is currently at risk.

Grateful to Sir Freddie

From Mr Christopher Keeling

Sir, As a Lloyd's underwriting agent whose full-time job is looking after the affairs of some 500 members of Lloyd's throughout the world, I believe I speak for many of the Lloyd's community in saying that I am extremely grateful to Sir Freddie Laker for the tone of his letter to you of April 8. After a spate of publicity which has brought forth world-wide criticism, it makes a very welcome change for the public to be reminded of the contribution which Lloyd's as a whole makes to our exports.

Yours faithfully,
CHRISTOPHER KEELING,
Managing Director,
Fenchurch Underwriting
Agencies Ltd,
136 Minories,
London EC3N 1QN,
April 9.

Prohibitive costs of moving

From Mr J. A. L. Dorrell

Sir, A few months ago I moved from London to Cambridgeshire to take up a new job. For a while I was able to find myself unemployed.

I calculate the total costs of moving house at about £3,500, of which £1,000 was reimbursed by my employers and £800 went in stamp duty. Since suitable opportunities are limited in my new area, I am faced with a difficult choice: sit tight in my present house drawing unemployment pay over a long period while I find a new job, or cast my net wide in order to secure employment quickly wherever it may arise.

My natural instinct is to follow the latter course. But any move will presumably cost me another £3,000 of which perhaps a more generous employer will refund £2,000. What really hurts is the £1,000 which the Government will again charge me on my new house, wherever that may be. I shall of course act like Friedman's economic man and attempt to recover it through a higher price, adding my own little twist to the inflationary spiral.

Sir Geoffrey Howe cannot be under any illusion that the raising of the exemption value to £20,000 will make any significant difference in the impact of this tax on labour mobility. I have no quarrel with the Chancellor's Budget in general, but if ever there was a cosmetic change, this is it. One can only surmise that it was Saatchi and Saatchi's contribution.

Yours faithfully,
J. A. L. DORRELL,
56 Way Lane,
Westborough,
Cambridgeshire,
March 28.

Further reply to Nepal

From Sir Philip de Zulueta

Sir, May I briefly reply to the letter from the Ambassador of Nepal published on April 8?

The Ambassador's reply illustrates the problems of dealing with Nepal. It is perfectly true, as the Ambassador says, that the Royal Nepalese Government have fulfilled their obligations and honoured their guarantee; unfortunately, however, they did so 11 years late and, as we know, in banking time is literally money. It is also true that the Nepalese Government did not guarantee the interest but only the principal; but the unconditional and irrevocable guarantee of the debt ought to have made an interest guarantee unnecessary and indeed insulting. I did write the 1978 letter in the terms which the Ambassador mentions; but that was before it was clear that our prime debtor, the Mahendra Company, was going to hide behind Nepalese law in refusing to accept an award in favour of Anthony Gibbs, although they had agreed to United Kingdom arbitration in the original contract.

So the responsibility falls back clearly now on the Nepalese Government, whose concept of honouring their obligations appears to take no account of time; perhaps it might be reasonable for the British Government to make a similar attitude towards the young attitude towards the young.

Yours faithfully,
PHILIP DE ZULUETA,
Chairman,
Anthony Gibbs Holdings Ltd,
3 Frederick's Place,
Old Jewry,
London EC2R 8HD,
April 11.

A birthday gift for Zimbabwe

From Mr Saxon Tate

Sir, Today is the birthday of a new country, Zimbabwe, which we in Britain have helped to bring into existence. On the company I offer my congratulations and good wishes for a stable and prosperous future. It was indeed an honour to see the British Government taking such a positive Zimbabwe with their aid.

Another very practical present would be for the United Kingdom to give Zimbabwe a quota of African, Caribbean and Sugar Protocol of Convention, which I believe Zimbabwe has applied for. This seems eminently fair as the original offer of Community to the producers of 1,400,000 units was made.

Historically, since Zimbabwe enjoyed a quota under the Commonwealth Sugar Agreement, it is only fair that it should be given a quota under the EEC sugar arrangements. This is a current concern as the Lords will be deciding on the EEC sugar arrangements.

Economically it would sound move as Zimbabwe the most economic of sugar in the world and will be looking for a quota to re-export sugar exports. Yours faithfully,
SAXON TATE,
Group Managing Director,
Tate & Lyle, Limited,
Sugar Quay,
London, EC3R 6DQ.

Electricity bill transfer banks not to blame

From the Director of the Banking Information Service

Sir, Mr Dougherty (April 8) should not blame the banks for the inconvenience of not being able to pay his electricity bill by credit transfer; it is his electricity board that has decided to discontinue offering the facility.

Until recently the banking charges and services required by the electricity industry were negotiated by the Electricity Council with the banks collectively. However, during the 1970s the increases in paper handling costs attributable to inflation were not passed on because of the operation of price control regulations. Now that more realistic charges have been introduced, and individual electricity boards are conducting their own negotiations with individual banks, some boards have chosen not to offer the credit transfer method of payment to their customers. Other boards have continued to offer the service as hitherto.

Mr Dougherty cites one area board notice explaining the withdrawal of the service. The notice refers to a substantial charge made by the banks to electricity boards and points out that the consumer is able to pay his bill in cash at a Post Office, for which the banks' "substantial" charge, in fact, is less than the "small" charge for the alternative means of payment suggested.

Yours faithfully,
JOHN HUNSWORTH
Director, Banking Information Service,
10, Lombard Street,
London EC3V 9AR,
April 9.

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Highlights from Mr. Stanley Field's preliminary statement

- *Pre-tax profit and earnings both significantly higher.
- *Steady progress by Baird Textiles; heavy investment in production processes sharpening competitive edge.
- *Strong Balance Sheet: liquid funds exceed total debt.
- *Darchem in position of strength after decade of consistent growth; technical developments promising for future.
- *Sale of holding in Dawson International completed for £13.8m.
- *Group trading results during first quarter encourage the view that further progress can be made in 1980.
- *Services Division disposed of at net asset value of £1.2m.
- *Further acquisitions made in textile trading.

Summary of Results

Year ended 31st December

	1979 £000	1978 £000
Turnover	136,990	116,941
Operating Profit		
Textiles: Baird Textile Holdings	5,454	4,017
Industrial: Darchem	2,464	2,100
Investments: Including deposits	1,506	459
	9,424	6,576
Interest payable and Central Administration	(1,735)	(1,282)
	7,689	5,314
Services Division (after interest)	123	143
Profit before Taxation	7,812	5,457
Profit after Taxation and minority shareholders' interests	5,496	3,849
Issued capital in £1 Ordinary Stock Units	16,515	16,515
Earnings per £1 Ordinary Stock	33.3p	23.3p
Dividends: net	12.25p	10.36p
with related tax credits	17.50p	15.47p

Note: The Group's holding in Dawson International was sold in April 1979 and it ceased to be an Associated Company. Accordingly dividends received from that company are included under Investments—1979 £375,000 (1978 £365,000).

The 1979 Annual Report and Accounts will be posted to stockholders on Friday, 2nd May 1980. The Annual General Meeting will be held in Glasgow on Thursday, 29th May 1980.

WILLIAM BAIRD & COMPANY LIMITED

Administrative Office: Moorgate Hall, 153 Moorgate, London EC6M 6XH
Registered Office: 148 West George Street, Glasgow G2 2NS

BY THE FINANCIAL EDITOR

RTZ shows its paces

ce houses are no longer quite animals they were in the late 1970s following the wider interests, particularly into the id.

u would always draw this con- the way stockmarket sentiment arcs dancing faithfully to the ine, as has been the case over th with sharp falls following c levels prices were pushed up if the boom in gold and copper first quarter of this year.

bably the least exposed of the United Kingdom houses to a any one commodity with its metals interests and the of its industrial side over the ars. In the event the group with 1979 figures that more he strength of the shares. After nt jump to £61.6m in the first ributable profits—always the ure at RTZ given the size of eholders in its major sub- second half has been almost ave attributable earnings up to £149.8m.

bout a tenth higher than out- s, already downgraded to take a dilution of its interest in CRA isue, which combined with dividend increase of a quarter pushed the shares 15p higher day. Part of the discrepancy deferred tax treatment which ear's profits by £8.6m or some

the results from the quoted alabora, CRA and Rio Algom n, the surprises appear to have unquoted groups which now most half RTZ's profits. side produced same again round £30m despite worries ited State recession while in indgom RTZ Industries was 27 id. But the wild card appears Rossing where uranium pro- into full swing in the second

coy about revealing its precise but it probably chipped in helping to offset a duller year still smarting from the loss of e Valley Authority uranium

ceptional first quarter already RTZ looks set for another year though not of the same 9. Yielding 5½ per cent and haps 6 times prospective ear- res would look good value if shares had not had their day eing.

deley

term ice

n the thick of the engineering rent woes, Hawker Siddeley's setback of 9 per cent to £108m not look too disappointing. llowing for the first-time contri- n from Carlton Industries and Vestinghouse, the underlying was more like a fifth. And he Canadian operations lifted uion 50 per cent to £21.6m on booming railway equipment asic United Kingdom operations a awful time.

diesel business was particularly y the problems in Iran and a downturn of around £23m the engineering strike is ave cost some £7m.

however, held steady at 184p n the view that despite the ok for engineers generally over years, the worst could be over ker is concerned. Order books up reasonably well, while some t can be expected in diesels after m moves last year. Without a st year's strikes profits could, to around the £120m mark for p/e of less than 8.

d increase of less than 7 per g a yield of 6.2 per cent hardly market and nor did the revela- a strict CCA adjustment the ould be less than 14 times

But Hawker remains one of the few com- panies in the sector with the balance sheet strength and product spread to inspire genuine long-term confidence.

Burmah Oil After the recovery

It was pretty obvious at the interim stage, when Burmah paid its first dividend in five years, that the group was doing well—but not how well. In the event pre-tax profits are up from £17.13m to £67.34m; and while there is an exceptional £13m in that (relating to past provisions, now clawed back against agreements with Pertamina and others), the signs are that this year's profits will be better still.

The improvement has come in several areas. First, the contribution from the Thistle stake is more than doubled, at £13m; and since Thistle has not yet reached its peak there will be more to come from this source over the coming two years. Then the shipping losses (before allowing for recovery of the Pertamina provisions) are down from just under £23m to £8.5m—thanks to a reduction in the number of vessels (now down to 15), and better rates in the tanker market last year.

In addition the contribution from Castrol and the other downstream activities is sharply improved, perhaps by as much as £15m, thanks to higher demand and better margins on the petrol station forecourts.

In the short-term a further improvement in shipping is unlikely, though the group is sufficiently confident about the future to put the emphasis now on employing the fleet, rather than getting rid of it. Moreover, Castrol and the other downstream activities may suffer a setback this year, as margins are squeezed. With more to come from Thistle, however, pre-tax profits are unlikely to fall short of £70m, and could be a lot higher. And the principal question for shareholders is what the group is going to do with it.

A better than expected final dividend—which puts the shares, at 22½p, on a yield of 4.2 per cent—suggests that shareholders' short-term needs will not be neglected; but the longer-term future for the company is still somewhat obscure. Now that the excitement of recovery is out of the way, the shares are unlikely to go anywhere in particular until a new sense of direction is established.

W. H. Smith

Non-trading upsets

WH Smith has a knack of surprising the market. As late as last November at the time of the interim figures it was suggesting that if Christmas trade was good the results for the full year would be good too. In fact the retailing side of the business would have done reasonably well in what was a tough year for retailers, but WH Smith came a cropper on non-trading activities and it is this that led to the pre-tax profits fall of 7.8 per cent to £18.6m on sales that rose 20 per cent to £57.1m.

Taking into account the increase in interest paid, property sales and foreign exchange losses the adverse turnaround is no less than £5.7m. Last March Smiths paid £12m for LCP HomeCentres of which £8m was goodwill and while the company has done as well as expected with a £1.1m contribution to profits there was the inevitable fall in liquidity after such an acquisition. But Smiths is very pleased about moving into the do-it-yourself market and expects good growth in the future.

On the retail side the two dark areas have been the wholesaling division both here and in the United States, and records sales although the problems are being tackled apparently successfully.

Smiths has more going for it this year. Overall, while the rest of the retail trade is going to go through a bad patch, Smiths should be bouncing back to around £22m-£23m. But it is a moot point whether the shares, down 15p yesterday, are going to find much following in the months ahead standing on a yield of only 4.4 per cent and a fully taxed p/e ratio of 13, if property sales are stripped out.

Economic notebook When silence is an admission of guilt

I would very much like to have one of the Post Office's new electronic telephones. The Post Office would not doubt like to supply me with one and cost handsome returns on its investment. Many investors would like to lend the Post Office or its successor, British Telecom, the money to buy the equipment. It is a transaction which would make everybody happy, including the private sector companies who make the equipment.

But it is a transaction which will have to be delayed, if not for me, then for many others. For the Post Office does not have enough money to back its commercial judgment on the likely expansion in demand for telecommunications services. And the Government's determination to impose a limit on the external finance which the Post Office can raise means that it has no way of getting it.

Frustration over the limit to commercial freedom which this implies seems to be one of the factors which led to the resignation of Sir William Barlow, chairman of the Post Office, known to have argued that the Government-imposed limit this year was set so low as to interfere with the corporation's investment programme.

Sir William's departure highlights much more than the which lies at the heart of the doubts which have emerged in recent weeks over the Government's medium term strategy, however. It is the extraordinary assumptions which seem to have been made about the ability of these industries to transform their financial positions.

Last financial year the nationalized industries as a whole borrowed £1,900m from the Government. By 1983-4 they are expected to repay £550m. That improvement is almost wholly cut in total public spending over the period of the Government's plan.

There are three questions which need to be answered. Can the nationalized industries achieve such an improvement? Should they do so? And does it make sense to treat their finances in the way that we do? The Government has put up a very poor performance in trying to persuade us that the answer to the first question is yes.

Let us assume for the moment that there is no revolt against the large increases in electricity and gas prices which are implied by the talk of economic pricing. Let us also assume that the energy industries do not face weakening demand as a response to higher prices.

Losses

That still accounts for only 25 per cent of the improvement the Government is looking for. The rest comes from a combination of losses in industries such as British Steel, the railways and British Shipbuilders. There are many arguments for believing that this cannot happen.

It would, for example, almost certainly require huge cuts in investment. So far we have heard no sensible reasons for thinking that it could happen. Instead, we have been told that the Treasury has carried out a dialogue with the industrial industries but does not think it worth publishing detailed breakdowns of the figures.

This is a classic example of a case where silence has to be taken as an admission of guilt. The Treasury really ought to be publishing its estimates on nationalized industries in the public spending White Paper and all the caveats about great uncertainties provide no excuse. The planned improvement is thus most unlikely to be achieved. But ought the Govern-

ment to be aiming for a move in this direction? Here they are entitled to rather more sympathy than they seem to be getting from their critics.

There really is no justification for not increasing the price of gas and electricity. Subsidizing energy consumption, which is what a policy of not charging the full rate the market will bear amounts to, is one of the most absurd subsidies imaginable. It would make far more sense to get as much revenue as possible from these industries and to use the money to try to reduce inflation in other ways.

The position for other industries is more complex. There is no fundamental reason why industries such as steel should not, over time, cut their losses.

But it is necessary to realize just what is being said when cash limits of this kind are applied. It is that if the state industries cannot raise the cash to finance their business, they have to cut their operations, possibly destroying the industry in the process. That is a risky way of running an arms length relationship with a nationalized industry.

It applies annual judgments which are tougher in many ways than those of the market place. And since the external finance limits are to nationalized industries what cash limits are to the Civil Service, there is precious little room for manoeuvre if things go wrong.

Barrier

Not all the industries owned by the state are loss-makers, however, and it is here that what seems a rather rough and ready means of imposing discipline on the loss-makers becomes a positive barrier to the sort of commercial judgment which the Government ought to be applying. Take an example from the energy industry, where we have been experiencing the effects of a winter without coal.

This unseasonal weather has led to a build-up of stocks of coal at the power stations and at the pitheads.

Is there really any justification for imposing cuts in the electricity investment programme if the cost of financing these coal stocks for a few months risks breaching the electricity industry's financial limit for a particular year?

It is certainly an odd way of running a business. Even odder is the notion that the proportion of the costs of building up our telephone network, which is covered by charges in any given year, should be determined by a Treasury official bringing down its estimate of the total public sector borrowing requirement.

The trouble is that the present treatment of public spending lumps together too many separate elements. Borrowing to finance investment in telecommunications is like borrowing to finance a chemical factory, not like running a deficit on the Government's current account or financing losses in shipbuilding.

The way to recognize this difference would be to do what has been considered before and allow those nationalized industries which can borrow in the open market for profitable ventures to do so and exclude them from the Treasury's list of industries which is the target for government.

This does not mean that the borrowings of nationalized industries do not matter or that they should be allowed to run unlimited losses. But a government which believes in the use of commercial judgment ought to practice that belief and not hold back the development of vital industries to massage its own borrowing figures.

David Blake

How Japanese shipyards survived the 'oil shock'

Peter Hill

Tokyo At the Kure shipyard of Ishikawajima-Harima Heavy Industries (IHI) today workers will be laying the keel of a 69,000 tons deadweight oil tanker.

The quadrupling of oil prices in the early seventies dealt a double blow to Japan. Not only did it fuel domestic inflation, producing frenzied attempts to tie up supply contracts, but it also caused immense problems for the country's shipbuilding industry.

IHI, together with the other big shipbuilding groups including Mitsui, Mitsubishi and Sumitomo had previously played a key role in keeping down the cost of oil to the Western world by developing ever larger tankers to transport it.

In the early seventies, the Japanese had drawn up plans for the megaton tanker. The Kure yard was among the leaders and vessels five times the size of the tanker the group is now building for Daikyo tankers were a common place.

The oil shock changed all that. The ships in which the Japanese had specialized were no longer wanted and the tanker market slumped under the weight of the tonnage which owners had ordered before 1973.

But this reorganization was inevitable. To a large extent that

restructuring has now been completed and despite the slump in orders from a peak level of 73.6 million tons gross in 1973 world-wide, to a mere 16.8 million tons last year, the much slimmed Japanese industry still managed to secure close on 50 per cent of the available orders.

The influx of orders has of course been helped by the way in which the yen has weakened against other currencies, especially the United States dollar. So attractive were the Japanese yards because of the exchange rate that total export contracts gained in the last fiscal year totalled almost 7 million tons gross.

The yards are heavily booked throughout next year and the much reduced capacity has meant that pressure is growing on capacity for ships delivered the following year. Such is the pressure that there are already rumblings of discontent in Europe that this relatively buoyant state of affairs may lead to the yards urging the government to ease the present restrictions on output.

The rationalization plan involved 60 yards reducing their capacity by 35 per cent by the end of February. That target

has in fact been exceeded: 36.4 per cent of capacity was cut and thousands of workers have been redeployed to other work.

Groups of smaller yards have been encouraged and operating rates of the larger yards have been trimmed using the mechanism of Japan's anti-recession cartel which has been widely used in a number of other industries.

The reorganization has gone smoothly and earlier this month Japan's Fair Trade Commission approved a 12-month extension to the work of the Cartel beyond the original expiration date of March next year.

There is an air of cautious optimism about, but it is being tempered by an awareness of the grave effects of the present bout of inflation. Japan's wholesale price index is 20 per cent higher than a year ago which is the sharpest rise since the first "oil shock" six years ago.

Workers in the shipbuilding industry are pondering the employers' offer of a rise of about 6 per cent in the new wage round (which looks as though it will be accepted) and productivity improvements will be sought against the recent rises in electricity and steel prices which have risen by 50 per cent and between 10-12 per cent respectively.

Japan's shipyards may have sailed through the storm of the oil shock but it is still far from calm in the harbour.

Time to reform state industry appointments system

Mr Ron Dearing, whose appointment to the Post Office has been rather overshadowed by the chairman's resignation is one of several senior civil servants who have moved out of Whitehall recently. Only a month ago, Mr John Lippitt, who like Mr Dearing was a deputy secretary at the Department of Industry announced that he was going to GEC.

Nor is it by any means unprecedented for top civil servants to move to nationalized industries. Indeed Mr Alexander Curran who was managing director (Posts) at the Post Office between 1972 and 1977 was a former under-secretary at the Board of Trade.

Several former Ministers of Power officials went to nationalized industries including Mr Owen Francis, a former chairman of the London Electricity Board, and Mr Alan Norris, the former chairman of the North Eastern Electricity Board.

St Robert Marshall in 1978 became chairman of the National Water Council from his position as second permanent secretary at the Department of the Environment. Then, of course, there is Mr Michael Casey, the deputy chairman and chief executive of British Shipbuilders who moved from the Department of Industry in 1977.

However, it is questionable whether, in the present political climate in which nationalized industries are being required to become competitive, whether the transfer of civil servants to the helm of state boards is the best way of making a large slice of the national economy more efficient.

As any follower of the Yes Minister television series will have observed, Whitehall operates to rules which have little relevance to the business realities of making and selling things.

Mr Dearing's appointment to the Post Office is an exception. The postal division of the corporation never completed the change into an independent corporation in the 10 years since it ceased to be directly under the Civil Service umbrella. It provides a labour

intensive service rather than a manufacturing operation.

With comparatively low investment requirements, its financial target is to break even rather than to generate a profit. It is likely to be to everyone's benefit to have a chairman who not only knows the business (Mr Dearing has been responsible for the Post Office among other nationalized industries for the past four years) but who also understands the Whitehall rules.

Unfortunately, as Sir William Barlow's resignation and the highly publicized search for a successor to Sir Charles Villiers, chairman of British Steel, shows, there are great difficulties in getting able private businessmen to take on the nationalized industries. The danger is that the appointment of civil servants to the boards of state concerns may be the result of there being no other option.

The difficulties are not new, though it is surprising that they have come to a head under a government which has declared (and demonstrated) that it does not want to meddle in the day to day running of the state industries. As far back as 1974, Sir William Ryland was re-appointed to the chair of the Post Office because the Department of Industry was unable to find a successor.

The Nationalized Industries' Chairman's Group, which represents the heads of 22 public sector corporations and boards thinks that improvements are needed to the rather undignified scramble for recruits. There are already signs that the Government is taking up their recommendations for more professional recruitment methods. It is now common practice for them to have executive search organizations to augment the traditional "old boy network" approach.

However, improvements in the recruiting arrangements will only touch the surface of the problem. Sir William Barlow (who is one of the more outspoken of the nationalized industry heads as well as chairman of the group) said that there were a number of reasons for his resignation from the

public sector. He summarized these as too many constraints, and too much exposure. His views are shared by many other businessmen who have turned down state chairmanships.

The risk to personal reputation is probably the most important reason for the reluctance. It is very difficult for a state industry chairman to emerge with credit. As Sir William Barlow, an engineer, put it, the exposure is one of 360 degrees.

The chairman of a state monopoly is pilloried by consumers and government alike for increasing prices. Yet he is equally censured if he does not at least balance his books. He also has to run the gauntlet if the profits are too large (and may indeed be forced to hand them back to customers).

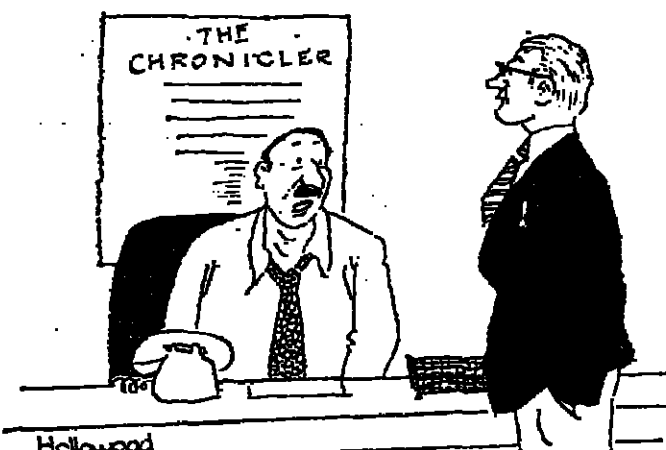
The constraints of government-imposed cash limits makes it nearly impossible to plan long-term investment to improve the quality of service, yet a decline brings a storm of criticism, which is a clearly identified figurehead the chairman has to bear personally and defend publicly.

The many constraints imposed by government which are more subtle than cash limits and financial targets, are irksome to businessmen, particularly if they are unused to the Whitehall rules. The procedure whereby a state chairman and his top management aides have to be publicly grilled regularly by members of Parliamentary Select Committees is disconcerting to many newcomers.

Above all, there are the political inspired changes of policy emanating from sponsoring ministers. As Professor John Heath said in the last annual lecture given by the Nationalized Industries' Chairman's Group, the state as represented by the sponsoring minister (who may have no business experience) does not regard its public enterprises "as a portfolio of businesses to be managed as a corporate activity".

Patricia Tisdall

Business Diary: Boys' own jobs • Holiday boom



Hollywood "You'll have to dig deep to find out who is following Barlow—they've put the announcement in the post."

Civil Service feet continues to grow of Sir William Barlow from the Post there is no sign of in the opposite

gall, among many, than, leader of the because he was rae ng lights in a plan industrialists into red heights of the e.

in power overrode from Whitehall's elons and the Civil s to force through lch would, initially, d three under-secre- the third highest in ; order, to outsiders. y way hitherto to shall if one had not iversity was to one of the rare posts ipal offered to

the fact that the stary posts paid at £16,700, probably 0,000 less than the hch those to extrae might- ed to receive in pri- ry, there was a large applicants.

of appointment were sent out to at-least rralists last summer posts were frozen by Conservative Govern- be freeze has since where but not on the appointments which Service department ain "in suspension" Donoughue (sic), Callaghan's policy unit of the people closely with the move, said t: "It would be good

for the working of Govern- ment if people with outside experience, especially industrial experience, were able to come in at a higher level.

"I don't wish to knock the Civil Service, I think it is a public service which should be open to ability and experience outside of Whitehall, and should not be treated as a closed monastic order."

There are those who feel the plan may be resurrected, though it would be certain to meet stiff opposition once again from the highest levels of the service. One of those involved in the initial negotiations — not Donoughue — said: "When Callaghan first came up with the idea, the permanent secretaries founded on him to a man."

Canada Dry, the wholly-owned Bass subsidiary, has come up with a novel way of producing a soft drink which tastes uncannily like lager.

The firm has persuaded Bass to brew real lager, and then remove the alcohol content. The result, inexplicably called Barbican, tastes exactly like the real thing and will go on sale shortly as a soft drink.

Though it will carry no duty, Barbican will cost the same as lager because, says Canada Dry, of the expense involved in expunging the alcohol.

Business Diary carried out a scientific test of the substance on the resident lager drunk at the column's club. Despite the lack of alcohol, he became giddy, rude and complained the following day of migraine. What can this mean?

Whatever's going to suffer as recession and inflation hit the British consumer's pocket this year it looks as if the package tour operators will finish up with a broad smile on their faces.

Package holiday bookings are up 10 per cent on last year's record figures, according to Ivor Elms, president of the Association of British Travel Agents (Abta).

The bookings upsurge has surprised the trade which before the season started was cautiously forecasting a bookings increase of only a few percentage points. Over five million Britons last year went on overseas package holidays, a rather more than 2 per cent increase on the previous peak year of 1973.

The 30 top tour operators had a record 1979 turnover of £644m yielding the 6 per cent profitability which in recent years has been par for the operators' course.

Sterling's strength obviously has a lot to do with the overseas holidays boom and the United States is expected to attract over one million Britons. In Europe, Greece and Portugal are more popular this year than last, and Spain less so.

But where will this mass exodus overseas leave the tourist industry at home? Last year English sales saw over 200,000 holidaymakers, but 44 per cent of the total accommodation available from 47 per cent in 1978. This season caravan holiday bookings are reported to be doing well.

There was a time when every American "B" movie featured an amateur inventor who believed he had come up with a revolutionary version of the spinner which would sweep world markets.

Package stage Business Diary must cut to Hampton in late 1978 where just such an inventor, Gerald Cooper, perfected the idea for a fibre optic-assisted screwdriver.

Cooper, however, is no cinematic creation. He has taken his brainchild around the country, secured a permanent showplace at the Science Museum, Kensington, and formed a manufacturing company.

Shortly, the Arrowrite Afton will go on sale at around £7.75 retail through national multiples and street corner ironmongers, and he has secured orders from government departments and motor companies, and attracted interest from abroad.

The screwdriver uses Pilkington fibre optics to carry light from a bulb in the handle to the tip and proves, says Cooper, the inventor still has a place in British industry.

While the West may argue about the value of President Carter, the man himself has no doubts. His net worth last year was \$893,304, he disclosed in Washington yesterday, compared with \$1,005,910 in 1978. The setback was caused not by Iran, Afghanistan, or that sea-saw election campaign, but heavy losses from the family farm and peanut warehouse at Plains, Georgia.

David Hewson

WHSMITH

W. H. Smith & Son (Holdings) Limited, Results 1979/80.

	1979/80 £ Million	1978/79 £ Million
Sales	570.9	474.1
Trading profit	20.7	19.6
Interest (payable)/receivable	(2.1)	0.9
Associated companies—(losses)	—	(0.3)
Profit before tax	18.6	20.2
Taxation	4.9	2.4
Profit after taxation	13.7	17.8
Extraordinary item—(loss)	—	(0.5)
Net profit	13.7	17.3

	Per 50p share
Earnings	16.2p
Dividends	4.2p
	21.1p
	3.133p

* Retail turnover increased by 21.0%, and trading profit rose by £2,425,000 to £18,381,000.

* Do-it-yourself turnover from the date of acquisition, 9 March 1979, was £14,835,000 with trading profit of £1,089,000.

* Wholesale News and Magazines turnover increased by 14.3%, and trading profit fell from £4,290,000 to £3,899,000.

* Wholesale Books turnover in the USA and UK increased by 10.8%, but trading losses increased from £992,000 to £3,016,000.

For copies of our Annual Report and Accounts, and the Staff Report, please write to the Company Secretary at Strand House, 10 New Fetter Lane, London EC4A 3AD on or after 16 May 1980.

WHSMITH

INSEAD

European Institute of Business Administration
FontainebleauCorporate Strategy Programme
June 8 to June 13, 1980

Objectives: to provide general managers at corporate and divisional levels with a conceptual framework for the design of strategy in the context of a rapidly changing business environment.

European Manufacturing Strategy
June 8 to June 20, 1980

Objectives: to examine the impact on total company performance of manufacturing decisions, and to develop a framework for planned improvement in productivity and profit.

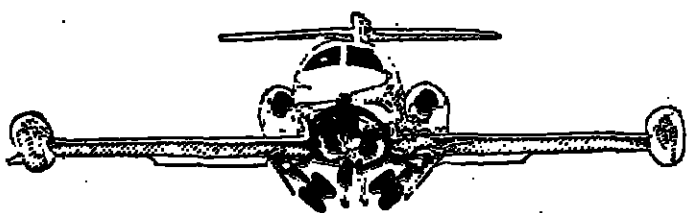
International Finance Programme
June 8 to June 20, 1980

Objectives: to examine, in the context of the highly uncertain international economic and financial environment of today, foreign exchange risk management, international banking and financial markets.

Managerial Skills for International Business
August 24 to September 5, 1980

Objectives: to broaden the skills and capacities of the manager to be able to cope effectively with the challenges and problems of operating in a changing international environment.

For more information about these programmes please write to:

Mhairi Forbes
Administrative Manager
Executive Development Programmes
INSEAD
77305 Fontainebleau Cedex, France
Tel: (61) 422 46 27 - Telex 690389 FTime waits for
no man.

ExecuJet

Barrow
Hepburn
almost
doubles

By Peter Wilson-Smith

Sharply lower interest charges were largely responsible for Barrow Hepburn's near-doubled profits in the year to December 31.

Net year-end borrowings were equal to only 4 per cent of shareholders' funds and with interest charges falling by £1m, pre-tax profits jumped from £1.7m to £3.04m.

Barrow also managed a 9 per cent improvement in operating profits to £2.99m with all the United Kingdom companies except the textile operations showing better results. The associated companies in France and New Zealand turned in £158,000 more at £435,000.

Group turnover was only 4 per cent higher at £36.0m. Volume sales for the group were up but falling hide prices since last April depressed the value of sales.

Earnings per share have risen from 2.73p to 7.87p and the gross dividend for 1979 is more than twice the previous year at 3.14p. At 35p—1p harder on the results—the yield is 9.0 per cent and the fully-taxed p.e. ratio is 5.7.

Barrow says trading conditions worsened during the second half of 1979 but chief executive Mr Raymond Wey says he is "not worried" about 1980.

Although still well-known for its links with the leather industry, Barrow has emerged from the restructuring and asset disposals of recent years with only just over a quarter of profits springing from leather operations or hide trading.

In the United Kingdom, Barrow has a wide spread of activities ranging from safety products and packaging to industrial rubber.

The overseas companies, which account for half of group pre-tax profits, include Rizzi in Italy which makes machinery for the tanning industry.

Barrow will be looking for acquisitions to expand its present activities.

The demise of British Tanners Products, which was jointly owned with the National Enterprise Board and went into receivership last July, should not cost Barrow any more.

The reduction in borrowings during 1979 reflected both a positive cash-flow and monies received in settlement of claims.

Stock markets

US bank announcement gives gilts late sp

After a cautious start generated by the military tension in the Middle East, when the FT Index slipped to 437.7, down 0.1 at 11 am, the stock markets firmed and made progress.

Gilts, which had opened slightly easier after the previous day's halt in recent advances, began to rally later on with the prospect of the new long-tap stock to be tendered today.

Dealers reported that speculation surrounding oversubscription for the tap had faded, but Government stocks received a sharp boost after hours with Chase Manhattan's announcement of a 4 per cent reduction in interest rates. This acted as a spur which enabled longs and shorts to close £4 better with half of the increase coming after the official close.

In equities, oils and properties made a dehydrated gain. The oil stocks benefited from news that BNOC is to raise its North Sea oil prices by about 35 cents a barrel, which prompted sharp advances in Lasso, 15p up at 508p, and Tricentral, up 10p at 304p. Properties saw investors returning to the trading shares in the hope of lower interest rates.

By the close the FT Index had recovered to 443.1, 5.3 up, and after hours trading maintained the quietly firm pattern established in equities.

The leading industrial were buoyant all day. There was a tendency at lunchtime for a

move downwards, but this disappeared in the afternoon. Unlever was pulled up by 10p to 408p on the strength of its Dutch interests and dealers saw good turnover in Glaxo, which reported on Monday with interim figures, Beechams, on the back of suggestions that a substantial line of shares went through the market on Tuesday.

The move towards lower interest rates anticipated in the summer, and strengthened yesterday by the cut in United States prime rates, should boost the shares of hire purchase groups like Lloyds and Scottish whose price was unchanged on the day at 141p.

and in Dunlop, Glaxo finished 2p down at 216p, Beecham's 3p at 118p and Dunlop closed unchanged at 57p.

ICI gained 4p to 372p, Fisons 2p to 275p and Courtaulds rose 2p to 67p. Distillers put on 4p to 207p and Rank finished with a 2p gain to 198p.

A lengthy list of company results also provided some features for the market with Rio, Tinto-Zinc leading the field with considerably better than expected figures, which helped to push up the share price 15p to 378p.

Burnham Oil advanced 7p to 222p after food results were better than expected dividend while Hawker Siddeley went up

4p immediately after announcing profits above market estimates, but closed unchanged at 31p after a 31p jump to 33p.

In papers, Portals, which made a 15 per cent earnings improvement, gained 10p to 268p, as did De La Rue at 675p and Bowater, which reported recently, moved up 4p to 188p. The Bristol Evening Post, which has closed down over a printing dispute, tumbled 6p to 146p.

In stores W. H. Smith dropped 13p to 133p after a 71 per cent profits fall, while British Home Stores pushed ahead by 6p to 282p. GUS "A" closed 5p up at 353p and Boots benefited from investment interest in the sector, by adding 3p to 198p.

NBS News lost 1p to 116p after UK Temperance and General Provident Institute had pushed its holding to 14.9 per cent.

Electricals had a strong day although dealers reported this trading and the tendency was for investors to move into the leading stocks after seeing the second liners rise in the last few days.

GEC gained 5p to 384p. Decade ordinary shares rose 15p to 710p and the "A" shares by the same amount to 595p. Farwell advanced 10p to 296p with Unitech gaining 13p to 291p.

Brooks Group, whose results will be announced today, fell 3p to 43p on the news that there

would be a big write-off on the marine electronics side, which accounts for the bulk of the group's business. Far Eastern competition and a slump in small boats sales has produced stockpiling.

Property share price gains were in MREPC, which rose 6p to 209p, Great Portland, which advanced 6p to 242p and Land Securities, which was 5p up at 316p. Haglemere put on 6p to 312p.

With RTZ's results the feature of the day in mines, other stocks saw little trade although the approval of the gold price in the afternoon kept the shares steady, and provoked a short after-hours rally.

Cons Gold finished 2p better at 471p and Anglo American Gold put on \$1 to \$74, but Middle West dipped 5c to 360c. Leslie was unchanged at 270c.

and Winkelsch dip £234, as investors seem to venture with in gold shares after it at the beginning of 1.

In rubbers, Hongkong by 35p to 458p after and Guthrie rallied 1.

Equity turnover for was £84.195m (month gains 10.87p). The n stocks, according to

GEC, National W. Leasing, Beecham, Burnham, Shell, Allied Boots, GKN, Rascal ab

Bank B
RateABN Bank
Barclays Bank
BCCI Bank
Consolidated Crd
C. Hoare & Co.
Lloyds Bank
London Merchant
Midland Bank
Nat Westminster
Nassau Bank
TSB
Williams and Gye
* 7 day deposit on
£10,000 and under
in £5,000 - 1.25
£25,000 - 1.50
£50,000 - 1.75

Latest results

Company	Sales	Profits	Earnings	Div	Pay	Year's
£m	£m	£m	per share	pence	date	total
Wm Baird (F)	136.0(116.0)	7.8(2.1)	23.2(23.3)	7.0(1.7)	12/25(10.3)	12/25(10.3)
Barrow Hepburn (F)	36.0(34.8)	3.04(1.57)	7.87(2.73)	14.0(1.0)	5/6	2.2(1.0)
Berwick Timpco (F)	16.9(13.2)	1.52(1.05)	25.2(12.1)	4.0(1.57)	15/9	6.0(3.33)
Beauford Grp (F)	5.9(4.8)	0.33(0.53)	—	—	—	—
Burnham Oil (F)	1,085.84(984.5)	1.3(1.2)	29.92(4.71)	5.9(Nd)	3/7	6.5(Nd)
A. F. Balgim (F)	—	—	2.91(2.47)	0.7(1.1)	14/7	1.35(1.21)
I. J. Dewhurst (F)	18.26(15.28)	1.67(1.30)	10.38(8.53)	1.3(0.80)	1/7	1.8(1.18)
John Pritan (F)	3.1(2.7)	0.3(0.1)	5.3(3.15)	1.3(0.80)	30/5	2.6(Nd)
Hawker Siddeley (F)	1,110(1,007)	10.7(11.8)	32.2(31.0)	5.0(5.396)	—	8.0(7.5)
Holroyd Rubber (F)	0.5(0.47)	0.14(0.15)	100.91(98.66)	28.0(1)	—	42.0(40.0)
Kalamazoo (I)	14.7(12.0)	2.0(2.0)	—	1.25(1.11)	—	—
Kuala Selangor (F)	0.63(0.52)	0.29(0.23)	17.03(14.54)	8.0(1)	—	12.0(9.5)
Linseed (I)	8.7(7.8)	0.1(0.1)	0.9(1.0)	0.9(1.0)	27/5	—
Marlborough Int (I)	18.0(17.1)	1.6(1.5)	—	1.55(1.75)	15/5	—
Mainline Elec (I)	960(1,488)	99.0(114.0)	—	—	—	—
Myson (F)	58.3(46.9)	2.10(1.25)	22.4(12.34)	2.3(1.5)	4/6	3.8(2.75)
Owen Owen (F)	107.0(102.0)	2.5(1.5)	19.56(19.6)	2.7(2.5)	18/6	3.7(3.19)
Photax (London) (F)	—	0.45(0.23)	10.9(6.9)	1.5(1.0)	1/7	—
Portals Bldgs (F)	100.0(82.9)	11.0(9.5)	40.3(25.19)	6.75(4.84)	1/7	11.0(8.79)
Parambe (F)	0.1(0.07)	0.029(0.025)	0.35(0.51)	—	—	0.5(0.4)
Provident Life (F)	—	1.0(0.5)	—	5.6(5.0)	2/8	10.2(9.12)
RTZ (F)	2,317(1,954)	2.3(1.5)	80.0(64.3)	10.5(8.0)	1/7	—
Richardsons W. (F)	45.0(36.8)	1.3(0.6)	10.3(12.3)	2.45(1.5)	—	3.5(2.55)
Sun Life Ass (I)	—	—	—	3.75(1.91)	—	6.5(1)
W. H. Smith (F)	570.8(474.1)	18.52(20.19)	16.2(21.1)	4.0(3.49)	23/8	6.0(4.68)
Wintex (F)	47.7(42.48)	6.97(4.838)	—	2.21(1.66)	—	—

Dividends in this table are shown net of tax on Pence per share. Elsewhere in Business News dividends are shown on a gross basis. To establish gross multiply the net dividend by 1.428. Profits are shown pre-tax and earnings are net. *loss. †including special payment of 2.94p. ‡net of duties. §=39 week. ¶both figures net of tax.

Myson Group ends
year with £2.1m

By Peter Wainwright

At first glance Myson Group, one of Britain's largest radiator and heating companies did not do as well as last year as the City hoped. Before the engineering strike it looked as if Myson was on the way to pre-tax profits of nearly £3m; and after it for £2.25m. Myson has in fact checked in with £2.1m, against £1.42m—but this is after £347,000 of research and development spending. The profits beat estimates with changes in accounting policy. All R and D is now written off against profits in the year it is incurred.

Myson is in the happy position to get a tax credit of £52,000 in place of a trivial £69,000 charge, so earnings a share jumped from 12.34p to 23.44p. The dividend rises by 4.01p to 5.43p.

The need for this dividend to stay well covered will presumably continue: pre-tax profits were struck after a steep rise in interest charges from £1.42m to £2.20m.

Moreover, trade must be a lot tougher now. The group is still basically a radiator business, and had a good first quarter when merchants stocked radiators, in case steel ran short. That is over. The group will presumably have no engineering strike to cope with this year, but the housing market is slowing down. The shares hardened 1p to 71p.

But Myson could benefit this year from a new range of water softeners made in America by Water Refining Inc of Ohio. Here it will come up against Permuto, which has more than half the British domestic water softener market.

Coopers & Lybrand link with Cork

A new accountancy partnership, incorporating the insolvency specialists W H Cork Gully, and the insolvency division of Coopers & Lybrand, is to be set up in July and will be known as Cork Gully.

Sir Kenneth Cork, present senior partner of Cork Gully, will be senior partner of the new firm, and will become a consultant to Coopers & Lybrand, and three other of Cork Gully's partners will become partners in Coopers. Sir Kenneth, who is due to retire in 1983, said yesterday that the arguments for the merger hinged on the conviction that "the future lies with the big battalions. He also said that the firm specializing in rescue operations and insolvency was much more effective if it had the services of a generalist firm to draw on.

Mr David Hobson, senior partner of Coopers, said that the move represented an attractive opportunity to expand the firm's activities.

Schlesinger sells Trident

Trident Insurance Group has been sold for an undisclosed sum by Schlesinger European Investments to General Reinsurance Corporation of Connecticut, the largest reinsurance company in the United States and thought to be the third largest in the world.

Trident, comprising the £85m unit-linked Trident Life and Trident General, is one of the largest independent insurance companies in the country. The initiative for the deal came from GRIC, whose presence to date in the United Kingdom has been confined to a London office for its reinsurance business.

Schlesinger was not only attracted by the offer but also swayed by the general proposition that the increasingly heavy costs of running an insurance company are more suited to a big corporation than private shareholders.

Trident executives are to remain with the company.

I J Dewhurst rises 28 pc in peak year

I. J. Dewhurst Holdings supplies more than 90 per cent of its suits, jackets, trousers and blouses to Marks & Spencer, which did it no harm at all in the year to January 18.

Sales rose by nearly 20 per cent to £18.26m and pre-tax profits surpassed the highest hopes by advancing 28 per cent to £1.67m, easily a new record. Heavy spending on plant kept a share down to £219,000 against £147,000 and earnings a share rose from 8.63p to 10.38p.

The distribution policy is equally pleasing. Since 1976 the group has had a script issue

M. J. H. Nightingale & Co. Limited
27/28 Lovat Lane, London EC3R 8EB Telephone 01-472 1111

The Over-the-Counter Market

1979/80	Company	Price	Ch's	Gr's	Y
99	60 Airgroup Group	65	+1	6.7	16
50	26 Armature & Rhodes	29	+1	3.8	1
270	185 Bardon Hill	270	+2	13.8	1
100	86 County Car. Frst	87	—	15.2	11
101	63 Deborah Ord	97	—	5.0	1
109	88 Frank-Horsell	109	—	7.9	1
129	98 Frederick Parker	99	—	12.8	1
136	102 George Blair	107	—	15.5	1
70	45 Jackson Group	68	—	5.2	1
153	113 James Burroughs	113	—	7.2	1
300	242 Robert Jenkins	278	—	31.2	1
232	175 Torday Limited	220	—	14.3	1
34	111 Twinkl-Ord	17	—	0.4	1
80	70 Twinkl-Ord	78	—	12.0	11
56	23 Unilock Holdings	49	—	2.6	1
50	47 Unilock Holdings New 47	—	—	—	—
99	42 Walter Alexander	96	—	4.4	1
190	136 W. S. Yates	185	—	12.1	1

*Accounts prepared under provision of SSAP15.

Boddington
Breweries Ltd
MANCHESTERPROFITS
UP 29.5%

Results in brief	1979
Year to 31 December 1979	£900
Turnover	21,499
Profit before tax	4,696
Profit after tax and extraordinary items	2,253
Dividend payments per share	2.75p

Points made by the Chairman, Mr Ewart A. Boddington:
• Both turnover and profit were a record for the year in succession.
• The Board is recommending a one-for-two bonus issue.
• Free trade sales now account for 18% of total trade compared with 16% a year ago.
• The £3.27m development programme is due for completion this summer.
• Increased expenditure is planned for the company's estate.
• Trade has been maintained in the opening weeks of current year despite tighter money and higher unemployment.Annual General Meeting, Derby Suite, Midland Hotel, Manchester, 11.45 a.m., Thursday 8 May 1980.
Copies of Annual Report may be obtained from:
The Company Secretary, PO Box 31, Strawberry Street, Manchester M2 6JL.

Church

(Manufacturers and retailers of quality shoes)
All divisions experienced a good year

reports Ian B Church, Chairman

Sales rose 22% to £29.3 million and pre profits increased by 20% to £3.1 million enabling us to increase the total dividend substantially.

Despite increases in both leather prices and VAT our U.K. manufacturing companies did well and much better profits were made in the U.S.A. and Canada.

Although home trade orders for our factories are down, export is good and business in our own shops is satisfactory. We are therefore cautiously optimistic about the year.

Comparative results	1979	1978
Sales	£29.3m	£23.9m
Pre-tax profit	£3.1m	£2.5m
Dividend per share	7.5p	5.5p
Earnings per share	68.0p	52.0p

Copies of the Report and Accounts can be obtained from the Secretary, Church & Co. Ltd, St James, Northampton NN5 5JE.

General Mining and Finance
Corporation Limited

(Incorporated in the Republic of South Africa)

Extracts from the report to shareholders of the
Chairman, Dr WJ de Villiers

FINANCIAL

The turnover of the group, including associated companies, amounted to R3,202 million. Group income before taxation increased to R218 million and earnings per share at 235 cents represented an increase of 56 per cent.

Since the adoption of a policy in 1971 of concentrating on strategic investments under the control and management of the group, earnings per share increased from 39 cents in 1972 to 235 cents in 1979 at a compounded growth rate of 29.3 per cent per annum.

UNION CORPORATION LIMITED

On 26 March 1980 a scheme of arrangement, as proposed by General Mining, was approved as a result of which Union Corporation became a wholly owned operating subsidiary. The activities of the two companies are complementary and they continue to retain their separate identities and organisation structures. Activities will, as in the past, only be rationalised where practical and if advantageous to the group in general.

GOLD AND URANIUM

The gold price received increased by 53 per cent during the year and as a result gold production again made a valuable contribution towards the Group's income. Investigations aimed at increasing gold production are in progress. The supply of experienced black labour at all the mines remained excellent. This made a significant contribution to a more stable labour force, a lower accident rate and better production efficiencies. The Chemwes plant for the extraction of uranium from the slimes dams of the Buffelsfontein and Stilfontein gold mines has been completed within budget and is producing at full capacity, four months ahead of schedule. The operation of this plant and the introduction of radio-metric sorting at West Rand Consolidated Mines resulted in an increase of 32 per cent in uranium production during the year. Production for the

coming year is expected to increase at a similar rate. The short-term uranium market has weakened but it is confidently expected that the position will improve in the longer term.

COAL

The coal tonnage sold by the Group increased by 10 per cent to 30.3 million. The main contributors were Matla Colliery and Ermelo Mines. The 11 per cent increase in February 1980 in the controlled price of coal supplied to the domestic market does not fully compensate for the cost increases experienced by the industry but there are indications of a strengthening of the international demand for thermal coal which could result in enhanced coal prices for South African suppliers, amongst others.

Certain reserves in the near Eastern Transvaal cannot be considered for on-site consumption by power stations until the completion of a comprehensive programme of environmental monitoring. These reserves may therefore have to be considered for other uses. The results of exploration of the Northern Transvaal coalfield have been widely published. The two main features which have been established by exploration are that there are certain areas in which the concentration of uranium in or near the coal seams appears to be high enough to hold prospects for the economic recovery of uranium, and that the coal in this field is suitable for a wide variety of potential uses, particularly direct liquefaction to produce synthetic fuel which would probably yield more diesel than petrol. It must be emphasised that this project requires time-consuming research and investigation.

BASE MINERALS AND METALS

The markets for the base minerals and metals produced by the Group were generally satisfactory and particularly for those commodities which relate to the world steel and aluminium supply/demand position. Buoyant conditions for both ensured a strong demand for

fluorspar and manganese metal and the Group's resources were hard pressed to satisfy demand, particularly towards the year-end.

Prices obtained for these products improved slowly throughout the year but the full effect of the improved demand will not be evident until the 1980 contracts have been negotiated.

In regard to asbestos, the demand for chrysotile was satisfactory throughout the year and sales were limited only by production capabilities. In general the production costs of all the base minerals were well contained within inflationary limits.

INDUSTRIES

The group's industrial companies again performed well.

Although the general level of business activity is improving there is still little sign of significant increases in fixed investment which of course provide the main market for the group's heavy engineering and infrastructure based companies. The shortages of skilled labour referred to last year have become steadily more apparent, and the need for concentrated training schemes allied to selective immigration is now approaching the critical stage if the development of the country is not to be restricted. Substantial investment projects have recently been announced in respect of the manufacture of gear boxes and axles for heavy vehicles. Significant investments were taken up in Sentrachem and in Siemens S.A. Limited.

EXPLORATION

Exploration continues to constitute a major activity of the Group and the viability of some ore bodies and coalfields discovered in recent years is being examined. Sustained geological and geophysical research during the past number of years has led to the identification of geological environments which warrant closer examination. Reconnaissance exploration is in progress to determine whether more concentrated prospecting may be justified.

Copies of the Annual Report, including the Chairman's full statement, may be obtained from the London Office, General Mining and Finance Corporation Limited, Princes House, 95 Gresham Street, London EC2V 7EN.

FINANCIAL NEWS

Owen
by
y a
ter

cial Staff
costs of a new
and poor United
consumer spending
profits of O'Brien
group Owen Owen
quarter last year,
tax level earnings
9m to £2.5m on a
ahead by around
£107m.
off-way stage, the
having a £10,000
the group's tradi-
nger second half
ending and a pour-
on. Sales of its
edon stores in-
only 8 per cent to
profits fell by just
cent to £1.8m.
tores sales showed
range of regular
motions at low
filing in a fall in
which showed a 13
ease on conversion
This cut £40,000

ian problem was
y a loss made by
emer store in its
car, and pulled
by 40 per cent to
turnover 12.8 per
£24.5m.
wen Owen's shop-
lary. The Plumb
which increased
15 per cent to
a 11 per cent sales
Mr John Norman,
kes no mention of
ding, but the
fied by around 16
28.5p with a 3.85p

c line. profits
are 6 per cent
m. Profits from
is of property
been lifted from
780,000.

Berwick beats forecast

By Peter Wilson-Smith
Toymaker Berwick Toys—
at the centre of one of last
year's most publicized company
rows—produced better than
forecast profits of £1.52m before
tax. This compared with £1.05m
in 1978. Group sales in the year
to December 31 rose by 28 per
cent to £16.8m.

Berwick had forecast 11.4m
profit last September in the
context of the tempestuous
struggle for control of the com-
pany which ended with incum-
bent chairman Mr John Oakley
narrowly defeating former chief
executive Mr Torquill Norman.
However, two of Mr Oakley's
supporting directors were
ousted and Berwick has made
provision for compensation to
one of them, Mr J. A. Stitt,
amounting to £65,000 gross.
The impetus behind the rise
in profits came from the Ber-
wick Toy, whose "Happy Time"
nursery range has been most
successful. Profit was struck
higher interest costs and
£480,000 trading losses from
Model Toys and Flair Toys.
Both have been closed and
full provisions made, accounting
for the bulk of the £976,000



Mr John D. Oakley, chairman
of Berwick Toys.

extraordinary debit. The cost of
defending Mr Norman's chal-
lenge, included in the debit, was
£103,000.

After all charges, £91,000 was
retained in the group compared
with £479,000.

An abnormally low tax charge
accounts for more than doubled
earnings to 25.2p a share. As
forecast the year's dividend
rises by three-quarters from
4.88p to 8.57p gross.

Berwick now comprises three
profitable subsidiaries, which
all raised profits in 1979, and
have introduced new products
for 1980. These, says Mr Oakley,
"have been well received by
customers".

Mr Oakley expects tough con-
ditions for the toy industry as
a whole in 1980 but says that
orders are 11 per cent up in
value. This represents some fall
in volume but for the full year
Mr Oakley expects volume to
rise and he does not expect
margins to suffer.

However, Berwick's tax charge
will be proportionately much
higher in 1980 and so the group
foresees lower earnings per
share.

Mr Norman still retains about
12 per cent of the equity. The
shares rose 5p to 75p immedi-
ately after the results where the
yield is 11.7 per cent. The p/e
ratio on a notional full tax
charge is 5.6.

Portals aims for growth in US

By Philip Robinson

Portals Holdings, the water
treatment, engineering and
bank note paper making group
earns the bulk of profits from
the United Kingdom but sees
growth this year in North
America.

Already the security paper
making side has benefited from
large orders for travellers
cheques from VISA, the indepen-
dent credit card company of
which Barclays Bank is the
leading member.

More profits should be on
the way this year, although
Every says the contribution will
not be large.

Elsewhere, North American

growth should come from two
products from the water treat-
ment side. These operations
have just developed a solution
to the problems of effluent
experienced by manufacturers of
diary products, and now have
a machine for preparing chicken
ready for the supermarket
shelves.

Portals is being guarded
about the profits from these,
but Mr Julian Sheffield, chair-
man, is setting higher targets
for this year and the first three
months have matched his ex-
pectations.

As a measure of confidence,
the group has raised the total
gross dividend by around a
fifth at 15.7p against 12.49p last
time with a 9.64p final.

Singer & Friedlander tops £4m

Singer and Friedlander, the
Accepting House part of the
C. T. Bowring group, has
reported pre-tax profits for
1979 of £4,024,000, an increase
to contingency reserves.

This compares with £2.8m
previously. The greater part of
the increase comes from the
transfer to profit of provisions
for bad debts that are no
longer needed.

The chairman says that the
current year has started well
with a good level of volume.

One question mark on the
future of Singer and Fried-
lander is what happens to its
Accepting House status once
its parent company, C. T. Bow-
ring is taken over by the
American Marsh and McLen-
nan.

Briefly

Cornell Dresses: Midland Bank
(Overseas) nominees has increased
its stake from 8.8 to 9.72 per
cent. Cornell will receive the inter-
est and paid an unchanged final divi-
dend last year.

Change of name: Stockbrokers,
Sandelson and Company announce
that, as from May 12, the name
will be changed to Sandelson &
Bene, Fitzgerald and Co. Sub-
ject to consent of Stock Exchange
Council the following will be
appointed directors: Stephen M.
Bright, Paul A. Greenfield,
Andrew J. Oliver, Paul T.
Sobriou, and Alastair R. White.

Glamorganhire/Cardiff: Propri-
etary made an offer for Glamor-
gan property company for Cardiff
provincial property. The offer has
been declared unconditional. Accep-
tances under offer have been
received in respect of 3,800 shares
in Cardiff (0.8 per cent). Glam-
organ and persons acting in con-
cert now control 236,757 shares
in Cardiff (50.11 per cent). Offer
will remain open for further
acceptances until April 30.
ICI: Holders of a further 337
£1,000 bonds have exercised their
right of conversion into 100 ordi-
nary stock. Number of bonds now
outstanding is 43,959, representing
£43,959,000.

Kalamazoo: Interim of 1.78p
gross (1.58p), partly to reduce
dividend. Sales for 26 weeks to
February 1 were £14.8m (27 weeks
—£12m). Pre-tax profit £2.05m
(£2.05m). Despite encouraging
sales, however, the company will
have done well if
final results equal last year's
record performance.

Horizon travel: Chairman says
that indications are that trade
bookings for next summer are up
and significant. The company
taking yet again an in-
creased share of the market. The
new long-term charter service
available economic and efficient
aircraft, together with a direct
profit contribution from Orion,
has strengthened the charter
division, which company has
enjoyed for some years.

Leigh Interest: In response to
issue by way of rights to ordi-
nary shareholders of £1.8m nominal
of 10 per cent convertible
secured loan stock 1984-85, £1.1m
nominal (60.4 per cent) had been
taken up by April 11. £100,000
nominal has not been sold in the
market at nominal premium and pro-
ceeds will be distributed pro rata
among the holders of all classes of
the stock not taken up.

Ant and Wiborg: Chairman says
that it is difficult to make firm
forecast for year, but given a
reasonable trading environment he
is sure of sustained develop-
ment of company's business.
Accounts show a pre-tax profit of
£1.41m (£2.17m).

Moore Engineering has acquired
materials handling specialists A.
Meade, based at Cannock, Staf-
fordshire, for £270,000. Up to
£50,000 more is payable provided
aggregate pre-tax profits exceed
£200,000 for the two years ending
August.

Net assets of Meade at Novem-
ber 30, 1979 were £314,074 and net
profit before tax was £58,648.

AVERAGE EARNINGS

The following are the index numbers
for average earnings of employees in
all industries and services covered by
the monthly earnings inquiry released
by the Department of Employment.

	(1) Old series of average earnings (Jan 1976 = 100) seasonally adjusted	(2) New series of average earnings (Jan 1976 = 100) seasonally adjusted	Change in earnings at annualized rate
1979			
Feb	356.6	141.1	18.5
March	360.3	143.7	28.8
April	363.7	146.8	30.0
May	373.2	148.8	21.3
June	388.6	150.8	20.1
July	397.8	152.6	23.2
Aug	404.8	153.3	12.0
Sept	384.1	153.8	-2.8
Oct	401.3	158.1	26.8
Nov	408.2	160.1	26.8
Dec	417.2	165.1	39.2
1980			
Jan	418.3	163.6	14.9
Feb	421.8	167.3	14.1

The 160th Stated Annual Meeting of the Scottish Widows' Fund and Life Assurance Society will be held at 15 Dalkeith Road, Edinburgh at 2.30 pm on Tuesday 6th May 1980.
The following are extracts from the Statement by the Chairman, Mr E H M Clutterbuck, OBE, published in advance of the meeting.

Scottish Widows investment policy brings improved results for policyholders

NEW BUSINESS I am pleased to report another new business record for the group, including the Society and its subsidiary Pensions Management (SWP) Ltd, with new annual premiums higher by 6% at £41.0M following the 71% increase in 1978 and new single premiums (including subscriptions to the Society's Exempt Unit Trust Scheme) higher by 14% at £31.3M. For the Society new sums assured at £751M were 3% lower than in 1978 and annuities (mainly deferred annuities in connection with pension schemes) at £198M were 4% lower.

There was a greatly reduced level of activity in new group pension schemes compared with 1978 when decisions were required on whether or not to contract-out of the State scheme. However, there was a substantial increase in benefits for members of existing schemes as a result of high salary settlements. The introduction of a new with profits single premium contract for the self-employed in the latter part of the year had a modest effect on new premium income in 1979 but should be reflected in increased business during the important first quarter of 1980. Difficulties in the house purchase market were a major factor in reducing annual premiums for ordinary business by 11% following last year's 23% increase. The rise in house prices during the year against a background of reduced Building Society activity led to greater use of top-up mortgage funds provided by other sources. We view this development in the house purchase market as a long-term one and we therefore entered the top-up field at the beginning of 1980.

For Pensions Management (SWP) Ltd new annual and single premiums were £14.8M and £17.7M respectively compared with £12.5M and £12.7M in 1978.

PENSIONS BUSINESS As I mentioned last year many of the schemes insured with the Society arranged to contract-out of the additional earnings-related component of the State scheme and this has continued to involve the efforts of a considerable number of our staff in preparing final documentation and altering administrative procedures. Statutory time limits have again been affecting our work, with April 1980 being the limit for various changes of which the most important is that all our older schemes have to be altered to satisfy the "New Code" of Inland Revenue approval established by the Finance Act 1970.

It seems that the Government may have no immediate intention of introducing major legislation affecting pensions schemes. This will be a welcome respite after a very busy decade and will enable us to concentrate on advising employers on new and improved benefits and ensuring that our service does not fall from the high standards we set.

There has recently been publicity on the possibility of the directors of a company setting up pension arrangements for themselves under which half of the contributions are invested back with the company. While such a scheme may perhaps be appropriate in very special circumstances, self-investment of this kind and on this scale is normally undesirable as it puts at unacceptable risk the longer-term financial security not only of the directors but also of their dependants, and is contrary to what has until now been accepted as being responsible practice by trustees. We shall be concentrating on pointing out the advantages of security and on the efficient administration of the wide range of pension contracts we offer.

INVESTMENT Our investment activities in 1979 were carried out against a world background dominated by events in the Middle East. Substantial increases in oil prices led governments to introduce restrictive measures to control inflation and as a result short-term interest rates rose to record levels in the United Kingdom and the United States. The concern over future oil prices and oil supply resulted in a firm pound as the benefits to the United Kingdom of North Sea oil were perceived. Whereas in this sense the United Kingdom remains in a relatively favourable position, it is nevertheless a source of concern that our balance of payments was again in substantial deficit last year despite considerable additional production from the North Sea.

In the United Kingdom after early weakness in the prices of fixed interest securities in reaction to the road hauliers' dispute, prices of both ordinary shares and fixed interest stocks rose strongly ahead of the general election in anticipation of a change in Government. While the early actions of the new Government were consistent with a welcome commitment to firm financial discipline, it was clear that the problems confronting the UK economy could not be resolved in a few months and in particular that a more restrictive monetary policy must initially mean higher interest rates and that a continuing strong pound when domestic costs were rising rapidly would lead to severe pressure on company profitability. After the election security prices fell steadily and by the end of the year prices of ordinary shares as measured by the FT-Accumulated Index were little changed from levels a year earlier although prices of long-dated fixed interest stocks were lower with yields rising from 13% to nearly 15%.

For the first half of the year the greater part of our new investment was in British Government stocks but later, as prices fell, an increasing proportion of our new investment was made in ordinary shares.

We welcomed during the year the final removal by the Bank of England of all remaining exchange control regulations restricting overseas investment. As a direct result of the disappearance of the dollar premium there was a fall in the sterling value of overseas investments financed with investment currency. However, during the past few years most of our new investment overseas had been financed by dollar loans and the value of the investments thus acquired was not affected. Also, the operation which I mentioned in my statement last year as a result of which we effectively sold the dollar premium and refinanced the investments through loans has turned out very well. The removal of exchange controls has reduced the cost and complexity of investing overseas and the opportunity was taken in the last few months of the year to invest abroad.

A total of £145M became available for investment by the Society in 1979 and with short-term deposits being reduced by £6M a total of £151M was placed in new investments. Of this £120M was invested in British Government securities, £24M in UK ordinary shares, and £6M in US common stocks, while net purchases of other investments totalled £1M.

REVENUE ACCOUNTS AND BALANCE SHEETS The consolidated balance sheet shows that the ordinary long-term insurance funds, including Pensions Management (SWP) Ltd, now exceed £1,286M, an addition of £197M compared with £1,089M in the previous year. The total income includes annual premiums which now exceed £160M, and investment income of £133M. In 1978 the investment income amounted to £100M, and the substantial increase is due to increases in equity dividends and continuing high yields on British Government securities. The increase in expenses of management in 1979 (£2M) is the same as in 1978. The continued upward trend in living costs has, however, necessitated the payment of higher salaries to the staff, the full effect of which will be felt in 1980. The Society makes every effort to achieve economies and thus to contain expenses as far as possible.

BONUS RATES A detailed investigation of the Society's position was made last year and as a result the Directors have been able to increase our rates of intermediate bonus yet again. As from 1st January 1980 the rate of intermediate bonus for ordinary with profits policies was increased from 4.70% to 4.90% per annum compound and that for with profits policies in our pension business fund from 5.50% to 5.80%. At the same time the rates of bonus used to illustrate future benefits were similarly increased. Last year we increased the terminal bonuses available on claims arising during the second half of 1979, particularly for the shorter-term contracts, and we have been able to do so again for the first half of 1980.

I mentioned last year that a review in Planned Savings showed that a with profits whole life policy on the life of a man aged 30 effected with the Society on 1st April 1938 subject to an annual premium of £100 produced a claim value 40 years later of £19,169, the highest figure for any office. A year later the 40-year claim value had increased to £19,867, and in April 1980 the corresponding figure will be £20,688. There have been relatively bigger improvements for shorter-term contracts. For a 25-year with profits endowment assurance on the life of a man aged 30 effected with the Society on 1st April 1953 subject to an annual premium of £100 the maturity value in 1978 was £6,656. For a similar policy maturing in 1979 it had risen to £6,923 and the corresponding figure for 1980 will be £7,279.

No firm judgment can be made on the relative merits of the with profits policies of different offices on the basis of new business illustrations, without knowing the assumptions required if the bonus rates illustrated are to be maintained, and it is not surprising that life offices do not provide this information in view of the complexity of the calculations and the number of variables involved. Past results are a better guide, yet many with profits policies appear to be sold on the basis of new business quotations alone.

PROPOSED NEW ACT OF PARLIAMENT A Special Meeting of members held on 5th February passed unanimously a resolution approving the promotion of the Bill now before Parliament and at that meeting an explanation was given of some of the reasons behind the promotion of a new Act.

The Bill is going through the Parliamentary processes of first and second readings, committee stages and so on in both Houses in much the same way as a public Bill and, all being well, it is hoped that it will receive the Royal Assent and become our new Act in late summer or early autumn.

LEGISLATION I mentioned last year two items of legislation which were about to be introduced. The first was the scheme whereby with effect from 6th April 1979 life assurance premium relief was to be deducted from eligible premiums by policyholders resident in the UK, and this scheme is now fully operational. With the need to reduce Government spending there has been much talk about the possible withdrawal of various reliefs, including life assurance premium relief. We believe that the life offices' associations have made a strong case to the Treasury for the retention of this relief. This case rests on the unique opportunity which life assurance offers to the individual to protect and provide for his family rather than rely entirely on the State, and the benefit to the national economy of encouraging a regular flow of long-term contractual savings available for investment, features which are recognised in many countries of the world, in particular all the EEC member states, by the granting of appropriate tax incentives. We do, however, deprecate the use of artificial contracts which exploit life assurance premium relief, for example by transferring part of the reserve from one contract to another in order to avoid the "clawback" of premium relief when a qualifying policy is surrendered, and we were glad to learn that the Government means to introduce legislation to prevent this.

I also referred last year to the "cooling-off" period which applies to most new contracts issued from 1st January 1980. The Society is issuing the Statutory Notices advising a policyholder of his rights as soon as the first premium is paid or a valid banker's order is received. I am glad to report that these arrangements are working smoothly and that we have received very few notices of cancellation.

Hardly a year goes by without some new legislation being introduced, and 1980 is no exception. In January new regulations were made which for accounting years starting on or after 1st January 1981 will materially change the amount and type of information which has to be given to the Department of Trade yearly and after bonus declarations. It is possible that this will make it easier for the Department to recognise a company which is getting into difficulties, but it is unfortunate that it will increase the work of all offices including those whose security is beyond question.

In the autumn we also expect to see legislation in connection with the EEC Life Directive, the purpose of which is to facilitate the freedom to write life assurance business in another member state in the EEC through a branch or agency by co-ordinating certain measures of supervision in the member states.

FUTURE OUTLOOK Economic forecasters seem generally agreed that 1980 will be a year of comparatively sluggish business activity throughout the world and that the United Kingdom will be no exception: it would be difficult to disagree. Such years can, however, be turned into years of opportunity. For companies like ours, opportunity for careful examination and reappraisal of our existing practices and methods with a view to further improving our efficiency, and opportunity to prepare and plan for expansion when recovery comes. For the country as a whole, a year to tackle basic problems of inflation and high Government spending, low productivity and wasteful practices, and poor relations between so many managements and unions.

Often in recent years my predecessors and I have spoken of the excellent prospects awaiting the United Kingdom if only we could grasp the opportunities. I hope that in twelve months' time I shall be able to point to firm signs of improvement not only in business prospects but also in the fundamentals of our economy. Whatever happens we are determined, and shall work hard to ensure, that the Society continues to flourish and prosper.

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on results

ANNOUNCEMENT

Customers and members of the public are advised that as a result of industrial action, some delay may occur in the provision of normal banking services. In particular there may be delays in the clearance of cheques and in the transfer of credits within the banking system. The Banks will continue to maintain the best possible service.

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ROVEMENT OF OUR
ANDING UK AND
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ELOPMENT OF NEW
MARKET OPPORTUNITIES.

£000	1979	1978
Turnover	73,296	49,874
Profit before tax		
United Kingdom and Europe	4,593	3,009
International	4,335	3,823
	8,928	6,832
Earnings per share	34.1p	24.8p
Dividend per share	5.0p	2.23p
Assets per share	123p	90p

Copies of the Report and Accounts can be obtained from the Company Secretary.



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SPECIAL NEWS

am Baird in £1.2m sale

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e Service com- a pre-tax profit gainst £143,000



Mr Stanley Field, chairman of William Baird.

News of the sale accompanied Baird's full-time results for last year, which show a 43 per cent increase in pre-tax profits to £7.8m on a 17 per cent turnover boost to £136m. The dividend is lifted 18 per cent on the figures to 17.5p

with a 10p final and the shares firmed a few pence.

At the operating level, the biggest increase came from investments, which jumped from £4.5m to £11.5m. Textiles increased from £4m to £5.4m and the industrial group, Darchem, continued to earn major profit from insulation contracting lifting its operating profit from £2.1m to £2.46m.

The Textile result included a £70,000 contribution from Wilfred Verber which Baird bought last July. In its last full year before acquisition profits were £801,000.

Baird is still on the lookout for new acquisitions, although Mr Field says there is no rush. Earlier this week it bought Spinn Household Textiles.

The buys are being financed from the £12.5m raised in the last April when it sold its stake in Dawson International. With £13.25m of that money, deposits and other immediately realizable assets exceeded total debt by £4.4m.

Mr Field says the first three months of this year have topped the same period in 1979, although at that time, "we had a busy start to the year", he said.

Business appointments

Director named for insurance group

Mr J. R. Crickmay has been appointed director of the Ecclesiastical Insurance Office.

Mr P. H. Richards has been made chairman and managing director of Glanville Endowments (Home). Mr D. W. Andrew, deputy chairman of Glanville Endowments (Home) has assumed responsibility for the company's United Kingdom locations outside London.

Mr Peter Farrell, who is at present financial director of Newalls Insurance, is to succeed Mr Brian Haggie, who is retiring, financial director of British Industrial Plastics. Mr Dudley Barker has been made finance director of Newalls Insurance.

Mr Mark Kongs and Mr Tony Vincent have joined the board of directors of Maranello Concessions.

Mr Norman Albert Bonham-Carter has joined the board of Alben Trust Managers.

Mr Martin Truscott has become managing director of Hotelplan.

Mr Hugh Henry has become chief executive and general manager of Swans and will remain a director of Hotelplan.

Mr Ian V. Lockwood has joined the board of Amalgamated Distilleries.

Mr M. G. Wilcox has become deputy chairman of the Thomas Cook Group.

Mr David J. Archer has been appointed production director of Standard and Packin.

Mr Michael E. Edwards has joined the CompAir Group as director of organization development.

Mr Alistair Young has been appointed a director of Capper Neill International (Process), in the Capper Neill International Division.

Mr Malcolm W. Woodham has joined the board of Gilksens Doors as sales and marketing director.

Mr Ron Bardett has become senior director of the Amey Roadstone Corporation and Mr Eric Hope has been appointed a director.

Mr Martin Moss has been re-appointed managing director of Simpson (Piccadilly).

Mr Robin J. Lipscombe has become managing director of the Varnano Rubber Company (UK).

Mr J. C. Clements has become chairman and Mr R. C. Allardice has become managing director of Glanville Endowments. Mr A. E. Holroyd, Mr P. Kirkman and Mr J. P. Toomey have become directors.

Mr W. Fry has become a partner in Buckmaster & Moore. Mr J. A. Smith has resigned his partnership.

Mr K. H. Schick, Mr C. W. Sharpen and Mr C. H. Stapleton have been appointed managing directors of Pacol. Mr H. Bennett, Mr K. C. Jennings, Mr J. J. W. Turski and Mr K. R. Walker have been appointed directors.

Mr David Richard-Barrett is to join the board of Whitbread and Co.

Bank America quarterly profits rise

BankAmerica Corp President Mr A. W. Clausen attributed the company's first quarter growth in income to continued increases in the volume of earning assets.

However, he said the growth in assets was to a large extent offset by a declining net interest margin as the cost of funding those assets increased at a faster rate than the revenue generated.

Because gains in asset volume had been the significant factor in earnings growth over the

International

past several quarters the federal credit restraints would make earnings gains increasingly difficult, he said.

BankAmerica reported first quarter earnings of \$134.5m, against \$129.2m in the comparable period a year earlier. Net earnings a share were 92 cents, up from 88 cents.

Loans stood at \$37,300m (\$49,800m), deposits at \$82,600m (\$71,300m) and assets at \$102,900m (\$91,300m).

Wells Fargo steady

Wells Fargo and Company has reported that its earnings for the first quarter of 1980 were \$30.5m, or \$1.33 a share, compared with \$29.9m, or \$1.33 a share, in the first quarter of 1979.

Mr Richard P. Cooley, chairman and chief executive, said

that substantially higher interest paid on deposits and for purchased funds was offset by higher income from interest and fees on loans.

He said that in response to credit restrictions imposed by the Administration and the Federal Reserve, Wells Fargo had increased the standards under which individuals and business borrowers could qualify for most types of loans, and was committed not to exceed the Federal Reserve guidelines for loan growth.

Merrill Lynch

Merrill Lynch and Co said commission volume nearly doubled in the first quarter.

First quarter net was up 78 per cent to \$55.1m, or 97 cents a share, on a 58.5 per cent gain in revenues to \$694.3m.

Merrill Lynch said New York Stock Exchange volume soared to a record quarterly average of 47.1m shares daily, up from 27.6m a year ago.

Merrill Lynch said its investment banking revenues rose sharply in the quarter as a result of substantial gains in corporate and bond fund underwritings.

Insurance revenues continued to grow from gains by its Family Life Insurance subsidiary and the addition of AMIC Corp, acquired in February, 1979.

Interest revenues rose sharply during the first quarter, reflecting soaring interest rates. However, these gains were offset somewhat by a substantial rise in interest expenses, it added.

Man Hanover

Manufacturers Hanover Corporation reported record quarterly operating earnings of \$56.7m for the first three months of 1980, up 11.0 per cent from \$51.1m in the first quarter last year.

On a per share basis, first quarter earnings were \$1.70, up from \$1.56 a year ago.

Higher net interest income as well as a significant rise in other operating income were principal factors behind the improvement. Net interest income, on a taxable equivalent basis, rose to \$285.1m, up 10.0 per cent from \$257.1m a year ago.

The increase resulted from a rise in domestic and foreign loan volume large enough to offset a decline in the spread between the cost of purchased funds and the rate earned on assets.

Other operating income rose to \$61.8m in the first quarter, from \$50.1m a year ago. A significant factor in this rise was a \$5.8m gain realized on the redemption of \$20m of the corporation's outstanding debentures.

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rd Park d Park raised by 72 per cent 1979 on turnover £50,000 to £567,000 of which Hogg's hold- end has been per cent to 20p.

gross. The group is a racecourse and golf course proprietor.

Earnings per share were down from 14.9p to 10.5p. Pre-tax profit included a £23,000 profit on the sale of a cottage and excluded a fixture ice entitlement of £9,000 taken in the form of a capital works grant. Scottish and Newcastle Breweries owns 10.7 per cent of the shares.

Downiebrae Holdings tops £500,000

Pretax profits at Downiebrae Holdings increased in 1979 to £540,000 from £430,000 the year before on turnover up from £5.1m to £5.9m. The company is paying a gross dividend of 4.28p, against 3.37p in 1978. Earnings per share on trading profit were 5.75p (4.72p), and after adjustment for deferred tax were 13.9p.

In spite of the steel strike, early figures for the current year are encouraging.

Hogg Robinson link with United Leasing

Hogg Robinson Group has announced the formation of a joint company with United Leasing which will extend Hogg's existing equipment leasing business into operational leasing.

The new company is called United Hogg Robinson Leasing and has an initial capital of £50,000 of which Hogg's hold- two-thirds and United one third.

United Leasing, one of Europe's leading operating lease specialists, will provide technical and sales expertise together with management services for the new company, which will trade both in the United Kingdom and abroad.

William Sindall down 48 pc a year-end

William Sindall, the building and civil engineering contractor, recorded a 48 per cent drop in pretax profits in £218,000 in 1979. Group turnover fell from £21.0m to £20.5m.

Earnings per 25p share were 10.1p compared with 17.7p. The group is paying a gross dividend of 6.43p against 6.39p in 1978. Profit was struck after a 14 per cent rise in the depreciation charge to £252,000.

London brokers in Eurobond link

Societe Generale, one of France's leading clearing banks, and London stockbrokers, Strauss Turnbull & Co, yesterday confirmed that they are launching a joint company to trade in the secondary Eurobond market. It is expected that the new company, to be known as Societe Generale Strauss Turnbull (SGST), will be operating in June.

Societe Generale is a nationalised bank and is the fifth largest commercial bank in Europe and the seventh in the world.

St Regis paper tops \$46m

St Regis Paper Co reported first quarter net profits of \$46.1m, or \$1.41 a share, compared with \$36.7m, or \$1.13 a share, a year earlier. Revenues were \$676m, against \$596m in 1979.

Mr William R. Haselton, president and chief executive, said St Regis benefited from a high rate of shipments in most

segments of the company's business. Foreign exchange gains were \$2.52m, against losses of \$134,000 in the first quarter of 1979.

Net earnings also benefited from a reduction in the income tax rate due to increased investment tax credits as the company's major capital expansion programme began.

Commenting on the outlook for the balance of 1980, Mr Haselton indicated a degree of caution despite St Regis's good performance in the first period.

He said the rapid decline in new housing activity was adversely affecting the construction products segment and there was a weakening outlook for the packaging and converted segment.

Gen Telephone's first-quarter tumble

General Telephone and Electronics' first-quarter net profit slumped to \$65.06m (about £30m), after a charge of \$85m and compares with last year's net profit of \$148.33m.

On April 4, GTE signed contracts to sell the consumer electronics business of Saba, its West German subsidiary, and Videon, a French television component manufacturing subsidiary, to Thomson-Brandt of France. At the same time, a reserve was

provided to adjust other investments in consumer electronics businesses outside the United States to net realizable value. Those two actions resulted in a total charge to first quarter 1980 earnings of \$85m.

Revenue reached \$2,630.19m, against \$2,255.93m, and those words carried all the way through the negotiations. In *Tevanan v Norman, Bretz Builders, Ltd* (1972) 223 Estates Gazette (1946) Mr Justice Brightman said that parties could get rid of the qualification of "subject to contract" only if "they both expressly agreed that it should be expunged or if such an agreement was to be necessarily implied."

The judge had been in error in finding that there was a contract when there was none. The Dipples now had accommodation in a council house. The judge had visited the site and found that it had been turned into "a regular dump". It would be very detrimental to have a dump at the end of the garden of Knoll Cottage. The appeal should be allowed.

LORD JUSTICE TEMPLEMAN, agreeing, said that at the start of the negotiations, in the letter of

refunds to customers totalling \$115m, including interest in two instalments in June 1980 and 1981.

The order permits GTE California to continue to collect revenue under existing tariffs, subject to possible refund, pending the conclusion of litigation with the IRS on the question of eligibility for use of accelerated depreciation and investment tax credits.—AP-Dow Jones.

Nixdorf sales up 20pc in first quarter

Nixdorf Computer recorded sales growth of 20 per cent in the first quarter of 1980 and hopes to maintain this level of expansion for the whole year, the company said in Hanover.

It said domestic group capital investment in 1979 was DM88m

(£20.3m) in West Germany, and DM7m abroad, but gave no comparisons. Earlier the company announced world group profit of DM85m in 1979 on higher turnover of DM1,250m.

Domestic group 1979 net profit was DM23.4m (DM33.1m) on turnover of DM923m (DM723m).

The world group order book at end-1979 stood at DM915m, against DM742m a year earlier. A dividend of DM8 (DM7.50) has been proposed.

Law Report April 16 1980

Court of Appeal

Scope of 'subject to contract' formula

Sherbrooke and Another v Dipple and Another
Before Lord Denning, Master of the Rolls, Lord Justice Templeman and Lord Justice Watkins [Judgments delivered April 15]

The words "subject to contract" inserted in correspondence at the start of negotiations for the sale of property continue throughout all subsequent negotiations unless the parties expressly agree that they should be expunged or such an agreement is necessarily to be implied.

The Court of Appeal allowed an appeal by plaintiffs, Mr John Penn Sherbrooke and Mr John Vincent Armstrong, the executors of the estate of Miss Audrey Gwendoline Denison-Hargreaves, deceased, from the order of Judge Pennant at Poole County Court on July 24, 1978, that they should convey to the defendants, Mr David James Ernest Dipple and his wife, Mrs Diane Dipple, of Corfe Mullen, Dorset, a triangle of some 700 square yards of land adjoining Knoll Cottage, Corfe Mullen.

Mr Stephen Parish for the plaintiffs; Mr Peter Towler for the defendants.

THE MASTER OF THE ROLLS said that Miss Hargreaves had owned Knoll Cottage, which had nearly an acre of garden. She had a domestic help whose daughter

was married to Mr Dipple. In 1973 Miss Hargreaves let the defendants have the triangular piece of land at the far corner of the garden as a site for their caravan as they then had no house. The local authority did not like that and served an enforcement notice for the removal of the caravan.

Miss Hargreaves died in September, 1974, whereupon the plaintiffs, as her executors, had become the owners of the property which Miss Hargreaves had left to Miss Angela Corbella Nathalie Dorothea Baines, the sole legatee. The Dipples wanted to buy the triangular strip of land. Miss Baines was prepared to negotiate and the matter was left in the hands of the executors.

Mr Sherbrooke, who had been the family solicitor of Miss Hargreaves, had written to Mr Dipple on January 22, 1975, saying that he had been instructed to offer the strip to Mr Dipple for £200, and asking for a reply by the end of the month whether the "offer which is subject to contract is acceptable."

Mr Dipple did not find the £200. Negotiations were revived in March, 1976, when Mr Dipple had called on Mr Sherbrooke bringing the £200. On March 22, 1976, a letter was written to the Dipples saying that Miss Baines was pre-

pared to proceed with the sale subject to certain conditions. It was said that following that letter an oral contract had been made between Mr Dibble and Mr Sherbrooke when Mr Dibble had agreed to the conditions. The judge had thought that there was a concluded contract. He had found that there was a contract to sell for the price of £200.

But the opening letter of January 22, 1975, had been an offer "subject to contract" and those words carried all the way through the negotiations. In *Tevanan v Norman, Bretz Builders, Ltd* (1972) 223 Estates Gazette (1946) Mr Justice Brightman said that parties could get rid of the qualification of "subject to contract" only if "they both expressly agreed that it should be expunged or if such an agreement was to be necessarily implied."

The judge had been in error in finding that there was a contract when there was none. The Dipples now had accommodation in a council house. The judge had visited the site and found that it had been turned into "a regular dump". It would be very detrimental to have a dump at the end of the garden of Knoll Cottage. The appeal should be allowed.

LORD JUSTICE TEMPLEMAN, agreeing, said that at the start of the negotiations, in the letter of

January 22, 1975, the expression "subject to contract" had been used. The law had been correctly stated by Mr Justice Brightman in the *Tevanan* case. The defendants had relied upon the break in the negotiations and the new letter of March 22, 1976. But that letter did not contain an open offer. It was a letter continuing the negotiations "under the umbrella of the 'subject to contract' formula", as Mr Justice Brightman had put it. There was very good reason for the "subject to contract" formula, which enabled one to say whether there was a contract or not.

LORD JUSTICE WATKINS agreed. An order for possession in 14 days was made with mesne profits since March 15, 1977, the date of the plaintiffs' claim. An order for £100 costs was made against the defendants, the plaintiffs to have the balance of their costs in the Court of Appeal against the Legal Aid Fund unless representations were made within 10 weeks.

Solicitors: Gregory, Rowcliffe & Co for Slade & Co, Swanage; Roche, Son & Neale for J. M. S. Turner & Co, Wimborne.

In *Sherbrook v Goodson and Another* (April 16) Mr David Kelly appeared for the plaintiff police constable and Mr Keith Simpson for the defendants.

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PROFESSIONAL FIRM seeks competent secretary/P.A. with excellent shorthand or audio skills to work for a senior partner in the West End. We urgently require short-hand and audio secretaries for some excellent temporary bookings which we desperately need to fill.

Staff Introductions
Recruitment Consultants
491 8539

MARKETING

Individual Secretary P.A. to assist in advertising and sales promotion of a well known London company. It is an excellent opportunity for a competent secretary with previous experience in the field who can handle a good working relationship with a busy manager. Salary £2,500 p.a. plus benefits.

734 3284
Consultants

Career plan

BI-LINGUAL SECRETARY

Required for London office of French aerospace company. Excellent shorthand, typing and practical command of French language. Knowledge of German an advantage. Salary about £3,500 per annum according to experience and qualifications. Apply by letter to: A. Bessy, 178 Piccadilly, London W1V 9DB, enclosing curriculum vitae. Phone 499 1844 for further details.

FILM DIRECTOR

making television commercials needs secretary to help his production company or advertising agency an advantage. Common sense and a sense of humour essential. Conversational French would help. Excellent salary, 3 weeks holiday.

BARNIE JOLL ASSOCIATES
Tel. Jenny, 431 9565

NO. 1 CONFERENCE CITY

Account executives with shorthand and speed typing to handle conference enquiries for London Convention Bureau. Immediate start. Salary £2,500 p.a. plus benefits. Apply by letter to: A. Bessy, 178 Piccadilly, London W1V 9DB, enclosing curriculum vitae. Phone 499 1844 for further details.

HAMBURG

Sec. PA. 26+. Good skills. German an asset. Working for M.D. From £3,000 plus flight and accommodation provided for. Ring 01-434 1004

ADMIN.-COM P.A.

£4,000 +
PROFIT SHARE

A team of shipbrokers all contributing to the success of a new firm wants someone to act as a co-ordinator, administrator or general paragon. Short-hand not essential - numerical will help. Ring Judy Hepburn.

SENIOR SECRETARIES

01-5061611

RECRUITMENT CONSULTANT

We specialise in secretarial and administrative recruitment and are looking for a high calibre person to join our team of consultants. The successful candidate will have a proven recruitment background and a good commercial background. So is a positive attitude, enthusiasm, a lively intelligence and the ability to act independently. In return we offer a good salary and a rewarding career in a successful expanding environment. Contact Dalia Cline to arrange an immediate appointment.

Elizabeth Hunt
RECRUITMENT CONSULTANTS
18 Grosvenor Street London W1
Telephone 01-499 2921

INTERNATIONAL SPORTS MARKETING COMPANY

in Mayfair requires experienced P.A./Secretary to assist their Director of Television in marketing the world's major sporting events to overseas TV networks. Excellent skills and ability to work under pressure. One or more European languages an advantage. Age 25+. Good salary, friendly office.

Contact George Bartlett
491 3070

MARKETING ORIENTATED?

Secretary/Marketing Assistant (advertising experience useful), required for consumer product manager of prestige pharmaceutical co. You will liaise with suppliers, customers and advertising agencies and coordinate a sales force. West End offices. £5,500.

BOND ST BUREAU
recruitment consultants
629 3692 629 0641

DOESN'T TIME FLY...

Are you one of the rare breed of Sec. P.A.s who find that having the time to read magazines and newspapers is a waste of time? Then the Senior Partner of this major company is looking for a young lady with a sense of humour and a sense of responsibility to help him. The fact that you are not a member of the company is a bonus. Open to m.f. applicants.

01-5061611

ROOM TO EXPAND

Here's a "ground floor" opportunity in Property. Become a key member of small informal team and handle much more than the secretarial/administrative back-up. From non development depends on you. For details call Judy Knapp on 495 0284. Dr. Knapp Executive Secretaries (Consultants) 121 Kingsway, WC2.

SECRETARY/P.A.

SALARY UP TO £5,000
Two Senior Executives of an international company, W.C.I. require a competent Secretary with good shorthand typing skills. Knowledge of French useful. Hours 9.30 to 5.30 p.m. For further details call:

PAT MILLER
629 3692

Chairman's Secretary

P.R. Consultancy
£5,500, with six monthly reviews
Bayswater area.
229 9894

TOWER HAMLETS HEALTH DISTRICT

Secretary/P.A.

to District Administrator

General Administrative Assistant

Our District Administrator requires a mature P.A./Secretary who is willing to make contact and develop the post on his/her own initiative. The successful applicant will act as Committee Clerk to various meetings and will be expected to develop administrative systems in the office.

Experience in a large organisation and/or committee clerk work is essential and previous experience in the NHS would be an advantage. Sound secretarial skills, a sense of humour and an ability to exercise discretion are also necessary to meet the needs of this interesting post.

Excellent facilities include sports and social club, staff restaurant, easy access to central London. Temporary single accommodation may be available.

Salary scale: £4,633 to £5,955 per annum inclusive.

Job description and application form available from Personnel Services-Holland Wing, The London Hospital, Whitechapel St 168. Tel: 01-247 3464, Ext 352.

Closing date-Friday, 2nd May, 1980.

BRITISH TOURIST AUTHORITY

SENIOR SECRETARY

The Director of one of the major divisions of the B.T.A., which is concerned with the planning and development of international tourism, is seeking an efficient and experienced secretary. This job calls for someone with good organisational ability to liaise between the various departments of the division and good shorthand and typing are essential to handle the busy workload. The job could possibly appeal to someone with 2 or 3 years all round secretarial experience who is seeking a first position at director level. Together with a good starting salary there are additional proficiency payments for good shorthand and typing speeds up to a maximum of £782 p.a. Other benefits include flexible working hours, 22½ days paid leave and L.V.s.

To apply, please telephone Linda Taylor, Personnel Officer on 629 9191, extn 109, or write to her at B.T.A., Queens House, 64 St James's St., London, S.W.1.

SENIOR SECRETARY

We are world leaders in the petrochemical design and engineering industry with headquarters at Kew Bridge. The successful secretary to our senior management level. This is a rare opportunity for an experienced secretary to use the skill and initiative gained over the years in this field, and who has a real understanding of all that is required of a senior secretary. Applicants with sound secretarial experience at senior management level should have a mature and flexible approach to their work. The job calls for a person who is confident, efficient and capable of dealing with a wide range of complex problems. We offer a very good salary together with non-contributory pension scheme, private medical insurance, and a 20% opportunity for career advancement. We are conveniently situated opposite Kew Bridge B.M. station. For further details and an application form, please contact Mrs. J. C. Cullen, The Royal M. Parsons Company Ltd., Forest House, Kew Bridge Road, Brentford, TW8 0EH. Tel: 01-898 9282.

OIL

PA/EXECUTIVE SECRETARY

£6,000

With good shorthand typing skills. The applicants should also have some genuine inclination for commercial research and basic knowledge of price comparisons, graphs, etc. Training will be provided. The right candidate has a good opportunity for personal development together with "aura" prospects. Very pleasant working conditions in elegant Park Lane offices. Please ring: Mrs. G. Laves at 01-222 0850, or send C.V. particulars to:

General Petroleum and Mineral Services,
for the attention of Mrs. G. Laves.

TRAINEE PERSONNEL CONSULTANT

We are looking for an additional member of our young, successful team of consultants specialising in consultancy recruitment. There will be extensive telephone and administrative work, and after a preliminary training period, involvement in interviewing candidates and liaison with client companies at all levels. The work is rewarding, stimulating and offers excellent advancement prospects. The position will suit a well educated person (M/F), aged 20-25, with at least two years secretarial/administrative experience in a commercial environment. A friendly, professional approach and the determination to succeed are essential attributes. Salary will be in the region of £5,500 - Profit Sharing Scheme (c. 30% of annual salary). Our offices are located in the City, close to Bank and Moorgate stations. Please telephone Mrs. Perkins on 01-006 8771, between 9.00 a.m. and 5.30 p.m.

LIASE AT TOP LEVEL

Famous West End theatre Co. seeks administrative secretary for the director of operations. The successful candidate will be responsible for the day to day running of the theatre, liaising with the director, the board of directors and the public. The position offers a unique opportunity for a highly skilled secretary. Salary £5,500 p.a. plus benefits. Apply to: Mrs. G. Laves, 01-222 0850.

Bernadette of Bond St.

Recruitment Consultants
10, 11, 12 Bond St. (near Piccadilly)
01-222 1234

£5,500 Accounts Assistant

required by Art Gallery in W.1. Responsible for preparation of financial statements and general administration, reporting to the Director.

Phone 626 5631, ext 130

INTERNATIONAL SECRETARY

required for three American lawyers in Holland Park dealing in international law. Opportunities to administer and use languages (German and French) an advantage. Fast accurate typing and shorthand necessary. Salary neg. according to age and experience.

Phone Gill on 01-725 0132

Secretary/Sh. Typ.

21-30 of good educational background for top executive of international consultancy. E.C.2. Super luxury office, excellent salary plus generous bonus. L.V.s. Ring Miss Mendham, Derby & Co. Ltd., Moor House, London W.1. 628 2878.

Chairman's Secretary

P.R. Consultancy
£5,500, with six monthly reviews
Bayswater area.
229 9894

Rapidly growing international market research firm specialising in the information processing industry seeks to fill the following positions

AN EXECUTIVE SECRETARY

With strong organisational skills to assist in managing London office of U.S. headquarters firm. Must be flexible, ambitious and willing to undertake a variety of assignments ranging from conventional secretarial work to assisting in research projects. Fluency in French or German helpful to assist in making appointments on Continent. Must be able to function with minimum supervision.

Salary: To £5,500 p.a.

For further details, send C.V. and salary history to:

MARY WINTERS
Alrwork House (4th Floor), 35 Piccadilly, London W.1. 01-734 2186

RESEARCH ASSISTANT

An ambitious person to conduct desk research and carry out telephone interviews with senior industry executives. Fluency in French and/or German is required. Although not essential, familiarity with the computer industry is a definite asset. Good writing skills are required. Applicants should be at least 24 years of age with a minimum of 2 years commercial experience.

Salary: To £6,000 p.a.

For further details, send C.V. and salary history to:

JANET WICKHAM
Alrwork House (4th Floor), 35 Piccadilly, London W.1. 01-734 2186

PERSONAL SECRETARY TO MINING DIRECTOR

(Appointment immediate) Salary: c. £5,500
Wanted for expanding consultancy company in the metals and minerals industry. The successful applicant should have good secretarial skills and have had at least four years' experience at a senior level, and will assist in organising this expanding department and will be dealing with clients worldwide. We require someone who can respond to challenges and has a good sense of humour. This position is varied and demanding and offers extensive opportunities in a friendly but busy working environment.

The offices are in pleasant surroundings adjacent to Holborn and Chancery Lane Tube stations.

If interested, please write (enclosing c.v.) to: Ruth Wellwood, Brook Hunt & Associates Ltd., 19 Lincoln's Inn Fields, London WC2A 3EU.

Secretary to the Colour Magazine Editor

We're looking for a top Secretary to the Editor of the prestigious Observer Colour Magazine. As an important member of a small team you'll be involved in the daily running of the magazine. You'll need excellent shorthand, confidence and the maturity to relieve the Editor of all unnecessary pressure. We're asking for exceptional qualities, but it's an exceptional opportunity, with exceptional rewards - a salary of £5,391 and a range of competitive benefits. Contact Miss Kruttschnitt, Personnel Dept., The Observer, 5, St. Andrews Hill, London, E.C.4. 01-236 0202.

THE OBSERVER

PERSONAL ASSISTANT

£6,000 p.a. neg.

The long-established deputy chairman of large music and record co. (and record shop) is branching out into the book and record publishing business. He needs a personal assistant with exceptional ability and high secretarial skills, plus initiative to get things done in detail and to completion.

The successful applicant will be expected to become fully involved, and will work hard to help and assist with the setting up and running of the business. In return the successful applicant will receive a salary of £6,000 p.a. plus benefits. A car driver is essential. Applicants will not be less than 26. Please send only c.v. and brief personal letter to 57 Upper Montagu Street, W.1. All replies will be answered.

ARE YOU INTERESTED IN PEOPLE?

£6,000 - W.1

One of the world's leading firms of management consultants is looking for a competent Secretary to one of their Consultants. You should be a confident, efficient, and capable person with a good knowledge of office procedures and a good understanding of the business. Salary £6,000 p.a. plus benefits. Apply to: Mrs. G. Laves, 01-222 0850.

Crone Corkill

(Recruitment Consultants)

SENIOR AUDIO SEC.

TEMPLE

Small friendly firm of solicitors seek a secretary for senior partner. Litigation experience preferred. Excellent conditions. Salary around £5,000, L.V.s.

Please Tel: 353 9417

LEGAL SECRETARY

Senior partner's secretary required, mid-20s for young growing firm. West End practice near Baker Street. Experience essential, basically audio but shorthand also required, 5-day week, 9.30-5.30. Good salary for right applicant.

Apply Mrs. Noughton 422 8259

EDWARD WITHERS LTD.

Violin makers and dealers since 1765, require an enthusiastic Assistant Secretary for their busy West End shop. Some knowledge of stringed instruments preferable.

Phone 437 2894 for details

The Times

SPECIAL REPORTS

put situations and subjects of today into

PERSPPECTIVE

Secretarial and Non-Secretarial Appointments

SECRETARIAL

FIRST JOBS GALLERY

INTERIOR DECORATOR
Choose from 20-30 days of various assignments. **ADMIN SEC.**
Organized studio for artists and photographers. £2,500 p.a. And many more in all areas. 01-730 5345

SECRETARY/PA

TO THE CHIEF EXECUTIVE

The Chief Executive of a Group of Companies, seeking a Secretary to assist in the preparation and dissemination of information to the Board and the public. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

01-493 6010

CELEBRITIES!

Our famous client is looking for a top class Secretary to assist in the preparation and dissemination of information to the Board and the public. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

Albemarle

Appointments

FRENCH/GERMAN SHORTHAND

Evening Class courses start 20th April (German shorthand), and 18th May (French shorthand), at City School of Polytechnic, for secretaries who wish to learn to speed their English shorthand by taking either German or French shorthand. Interested beginner or refresher course students should ring 499 1708 for details.

NO CASUALTIES

Analgesics alleviate pain and my prescription will take care of your headache. I am a personal assistant with a good knowledge of shorthand and typing. I am available for a variety of assignments. For further details, please contact: Mrs. G. Laves, 01-222 0850.

CHELSEA, S.W.3

Good, Shorthand Typist required

For busy property company in the heart of Chelsea. The ideal applicant will be aged between 18-22, have fast, accurate shorthand and typing, and a pleasant personality. In return we offer an excellent salary and good working conditions. For further details contact: TINA HAMMOND on 684 8317

PROPERTY ADVERTISING ASSISTANT

Required for a leading firm of Estate Agents. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

MEDICAL CHARITABLE TRUST

possibly a local College teacher for a leading firm of Medical Charitable Trust. Salary £5,500 p.a. plus benefits. For further details, please contact: Mrs. G. Laves, 01-222 0850.

CHALLENGERS - CHALLENGERS

The finest regulations for playing the top game in the world. Recruiters: Consultants.

EDITORIAL SECRETARY

£20,000 p.a. plus benefits. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

SECRETARY TO PR. DIVISION

Required for a leading firm of Public Relations. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

SECRETARY TO WINDUP ST.

Required for a leading firm of Windup St. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

ASSISTANT TO CHIEF EXECUTIVE

Required for a leading firm of Assistant to Chief Executive. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

MATURE BOOKKEEPER

small firm near W.1. 629 6708

GIRL/MAN FRIDAY

Chelsea restaurant. 629 6708

RECEPTIONS TELEPHONS PERSON FIRM

Required for a leading firm of Receptions Telephones Person Firm. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

PROPERTY SEC/P.A.

Required for a leading firm of Property Sec/P.A. The successful candidate will be responsible for the day to day running of the office. Candidates should have at least 3 years' experience in a similar position. Good typing and shorthand are essential. Salary £5,500 p.a. plus benefits. For further details and an application form, please contact: Mrs. G. Laves, 01-222 0850.

NON-SECRETARY

INTERVIEWER aged 18-22, intelligent, with a good knowledge of shorthand and typing. For further details, please contact: Mrs. G. Laves, 01-222 0850.

STEPPING ST

For trainee busy Marketing agent of Int. weekly newspaper. For further details, please contact: Mrs. G. Laves, 01-222 0850.

GRADUATE RE

